Board of Trade Journal

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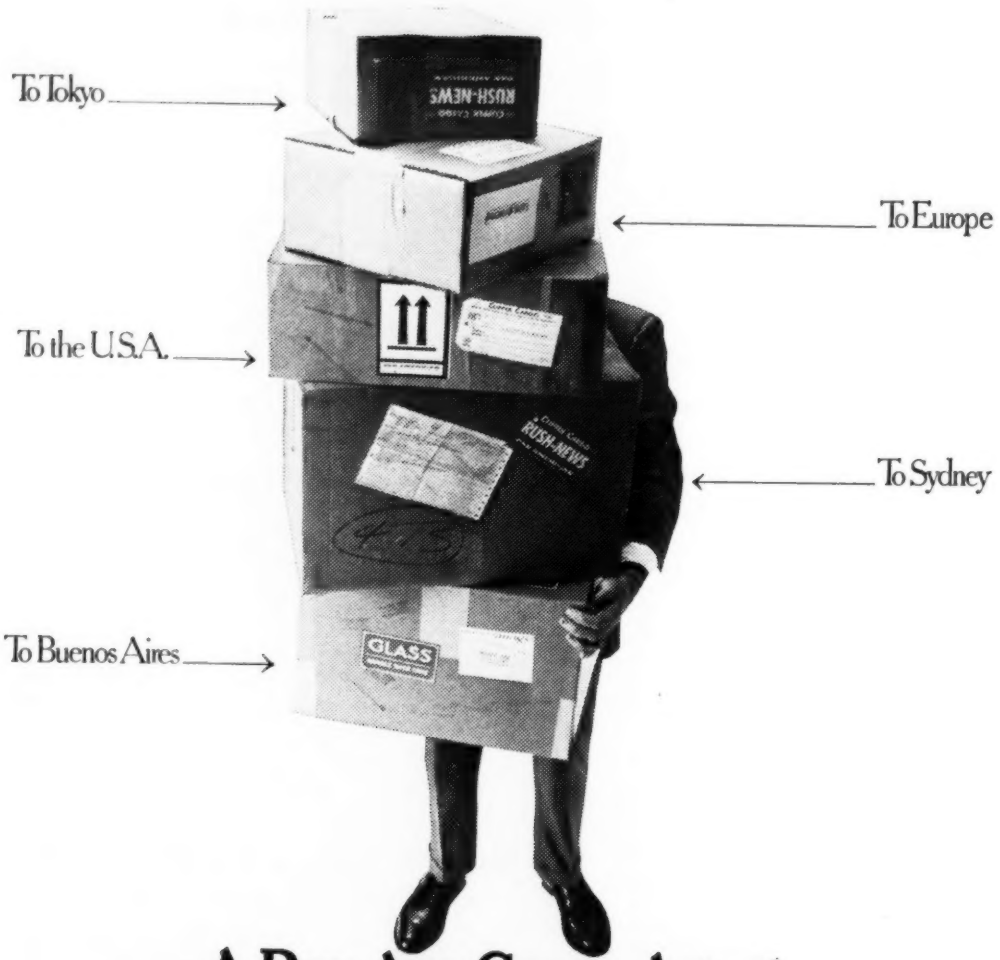

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Any late announcements not indexed on this page will be found at the top of the following page.

Front Cover Photograph

A new satellite earth station in Hong Kong which is being officially opened today by Sir David Trench, Governor of the Colony. He will make an inaugural telephone call to Mr. John Freeman, British Ambassador in Washington. Owned and operated by Cable and Wireless Ltd., the £2,500,000 station was built by the Marconi Co. Ltd. of Chelmsford, Essex. It will work through an Intelsat III communication satellite in stationary orbit, 22,300 miles over the Pacific, and initially provides split-second direct links with United States, Japan, Australia and Thailand.

LATE ANNOUNCEMENT

British Industrial Exhibition of Buenos Aires

Mr. Anthony Crosland, President of the Board of Trade, spoke about the British Industrial Exhibition to be held at Buenos Aires, Argentina in November 1970 at a press conference at the Board of Trade on September 22.

He was accompanied by Sr. E. F. McLoughlin, the Argentine ambassador: Mr. J. Peter Ford, chairman of the BNEC Latin America Committee and Mr. I. C. Trafford managing director of Industrial and Trade Fairs International Ltd.

A report will be published in next week's issue.

Index to Statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	3 Sept. 1969
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments:	
Trends in 'invisible' transactions (6-M)	17 Sept. 1969
UK balance of payments (Q)	17 Sept. 1969
Bankruptcy orders (Q)	6 Aug. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	17 Sept. 1969
Industry's investment intentions (3 times a year)	18 June 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	17 Sept. 1969
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Companies:	
Acquisitions and mergers (Q)	3 Sept. 1969
Income and finance (Q)	3 Sept. 1969
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Electronic capital equipment deliveries, research and development (Q)	20 Aug. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	28 Mar. 1969
Production, exports and orders (M)	27 Aug. 1969
ECGD business (Q)	27 Aug. 1969
Film industry:	
British Film Fund Agency returns (M)	10 Sept. 1969
Cinema admissions and takings (M)	10 Sept. 1969
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	6 Dec. 1968
Registration of films (A)	24 June 1969
Trends in film going (A)	16 July 1969
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Consumption levels (A)	30 July 1969
Household consumption (Q)	6 Aug. 1969
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Commonwealth trade (A)	7 July 1969
EFTA trade (Q)	11 June 1969
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World trade and production (Q)	6 Aug. 1969
Foreign trade of the UK:	
Direct exports (A)	3 Sept. 1969
Unit value and volume index nos. (M)	10 Sept. 1969
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	6 Aug. 1969
Gold and convertible currency reserves (M)	17 Sept. 1969
Hairdressing trades turnover (M)	17 Sept. 1969
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Industrial development approvals (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
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Index nos. (M)	This week
N. Ireland index (M)	27 Aug. 1969
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	17 Sept. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	17 Sept. 1969
Machine tools, deliveries and orders (M)	20 Aug. 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	2 July 1969
Deliveries (Q)	13 Aug. 1969
Production (M)	10 Sept. 1969
Motor industry:	
Car and commercial vehicle production (M)	3 Sept. 1969
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Office development permits (Q)	13 Aug. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
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Retail prices index (M)	27 Aug. 1969
Retail trades:	
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N. Ireland index (M)	27 Aug. 1969
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Movement at UK ports (M)	20 Aug. 1969
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
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Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	17 Sept. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Retail (M)	13 Aug. 1969
Television:	
Overseas payments and earnings (A)	3 May 1969
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	17 Sept. 1969
Wool exports (Q)	27 Aug. 1969
Wool output (M)	This week
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International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	20 Aug. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	17 Sept. 1969

Board of Trade Departments, etc.

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Board of Trade regional organization	3 Sept. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	18 June 1969
Customs notices of interest to exports	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1969
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotion	13 Aug. 1969

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ADVERTISEMENTS
REPRINTS

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

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Putting the business world's viewpoint: the work of the Edinburgh Chamber of Commerce

By D. M. Mowat, JP Secretary, Edinburgh Chamber of Commerce and Manufactures

Previous articles in this series on some of the principal Chambers of Commerce in the United Kingdom have been: Glasgow, October 25, 1968; Westminster, November 22, 1968; Birmingham, December 27, 1968; Manchester, January 10; Leicester, March 7.

AT A TIME when such words as devolution, consultation and exhortation are receiving increasing attention in all media, it is particularly appropriate that Chambers of Commerce are being featured in this *Journal*. For it is as a representative organization that we receive support and participation from all sections of commerce and industry, and it is this breadth of membership, large and small, which gives weight to our elbow and, we trust, sagacity to our counsels and representations. A Chamber of Commerce must bestride the whole realm of affairs as they affect the business interest, be it local or national matters of specific or general concern. It is a recognition of the Chamber's particular strength that we are called in for views, guidance and advice in matters as diffuse as legislation and education, international trade and arbitration, local bye-laws and all types of promotions.

The Edinburgh Chamber has a long history of energy and participation in national and municipal affairs. Browsing through our records one is constantly reminded that the business world has held not only its own interests at heart but also those of the community over many years. The individual service rendered to hundreds of organizations by Chamber representatives is legend.

Within a year of the Chamber's foundation in 1786, a committee of inspection visited the Isle of May in the Forth Estuary to examine possible improvements for the benefit of shipping. In 1968 the Chamber joined with the British Shippers' Council to nominate three members representative of users' interests to the newly established Forth Ports Authority. In the cash book for 1786 we read: 'July 12 – to paid Allan Stewart & Co. for wine, etc., furnished to the Isle of May Committee – £15, 7s.' Later, in 1789, we read: 'To paid Captain Ogilvie's men for the trouble they had with the Island of May Committee – £2 12s. 6d.' The committee was obviously composed of leading Edinburgh citizens of character!

The Chamber's crest, 'Per Mare et Terras', symbolizes the close connection with shipping, and particularly the local ports, which has influenced the trading interests of our members. Already, since the formation of the new estuarial authority, the Chamber has set up in co-operation with surrounding Chambers under the auspices of the Forth Estuary Ports Committee, local port user committees, to handle individual and local problems. The Committee itself has been most active on the questions of future development and the nationalization of the ports. A large deep-water scheme has been completed at the Port of Leith, and other schemes in the estuary are under close scrutiny.

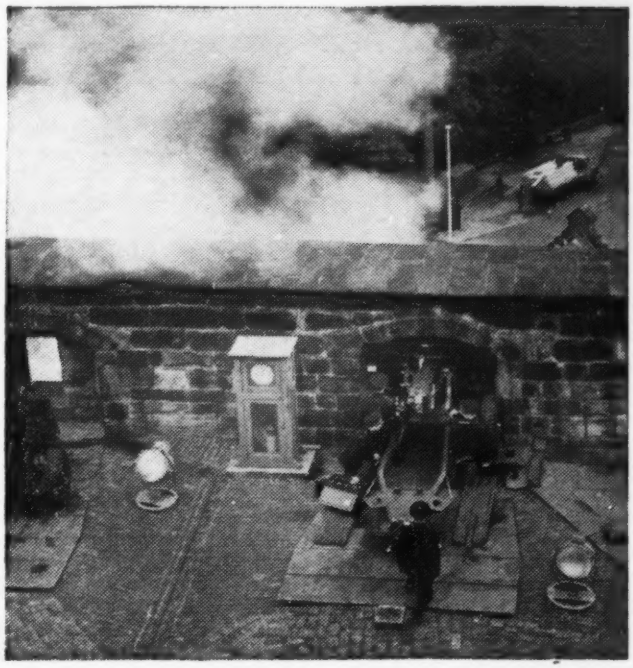
All matters relating to communications are the Chamber's constant concern, from the perennial problems of city parking to new developments in the surrounding region. In the case of the former

A briefing session held in the Edinburgh Chamber of Commerce for a Scottish Thistle Export Group Scandinavian Trade Mission.

EDINBURGH CHAMBER OF COMMERCE, *continued*

the Chamber provided a parking plan for the City and submitted it to the City Corporation for consideration, and in the latter case, only recently we were pressing for more improvements in the Borders and Central Scotland. The Chamber has supported the case for the retention of the Edinburgh/Carlisle railway line, and is at present considering the proposed closure of the Edinburgh, Kinross, Perth line and the Edinburgh/North Berwick line. Returning to the roads, objections have been submitted to the proposed increases in tolls on the Forth Road Bridge, which are to be restructured, in our view heavily penalizing commercial vehicles.

In Turnhouse Airport Edinburgh has one of the fastest growing airports in the country. Nevertheless, we are still urging the need for a new runway capable of handling the new series of aeroplanes which are coming into service, as well as improved terminal facilities. Scheduling of services and the introduction of new services is also a matter which receives the closest attention.



The one o'clock gun at Edinburgh Castle, instituted by the Chamber in 1858 *to synchronize the hour for merchant shipping.*

Commercial services

From transport to overseas travel is a quick step. Recently, in conjunction with BOAC, we mounted their new presentation on air cargo for export users most successfully. This was of particular interest in Edinburgh, where so many of our members are export orientated. As a Chamber we provide all the usual commercial services – information, certificates of origin for EFTA and other countries, certificates of analysis and conformity, special invoice requirements and carnets. In the latter case we accept considerable responsibilities in providing the documents for duty-free entry of commercial samples, and this year we have been issuing on average over one carnet per day. Members of our Chamber take letters of recommendation from us throughout the world, and we receive requests for advice and guidance over the whole gamut of international trade.

Visitors from all over the world

As a capital city we attract a high volume of business visitors, individually as well as in organized groups, and during the year we organize many functions, receptions, meetings and programmes for overseas businessmen. Our Export Group has received visitors and information in the last year from all quarters of the globe. During the Edinburgh International Festival, for example, we offer open house invitations to all business visitors to the city, offering interviews, our information services and a true welcome.

In addition to the Chamber Export Group we also have the Scottish Thistle Export Group, which has developed a long record of overseas promotion through exhibitions and trade missions. This Group and the Chamber were organizing overseas business visits long before the present BNEC group system came into force. In the last 12 months missions from '25 Charlotte Square' have obtained orders worth over £½ million from European markets. Three full-scale trade missions representing both capital and consumer goods industries have visited the Scandinavian countries and Austria. This year a large-scale mission visited Japan with some members continuing to Australia in March and obtained orders worth more than £1 million. A further mission will visit Japan in March/April of 1970. The Chamber has also been in close touch with the organization of British Week Vienna, planning a number of Scottish items for the programme and encouraging Scottish firms to consider participation in the 'Inventive Britain' Exhibition.

Members of the Chamber's staff regularly visit overseas Chambers and exchange ideas. A list of last year's visits shows the variety – Trinidad, Bermuda, Malta, Austria, Belgium, Holland, Sweden, Denmark, Finland, Japan, Australia, Hong Kong, Italy. On these visits individual items of business for members of the Chamber are followed up, in addition to visits to Government Departments, Chambers and Embassies. The Chamber works with BNEC, the Scottish Export Committee, the Scottish Chamber of Commerce and the Association of British Chambers of Commerce in the furtherance of overseas promotions.

The Chamber has long recognized the need for a healthy industry and a strong home market on which to base overseas trade. For this reason it has fought for measures to assist its member firms to improve their service and ensure efficiency. For many years we have been connected with the Productivity Association of Edinburgh and District and played a leading part in both National Productivity Year and Quality and Reliability Year. We are regularly in touch with the local authorities in Edinburgh and the surrounding area through our affiliated Chambers in Fife and the Borders. We press constantly at all levels for action on the exclusion of the City from the surrounding development area, a heavy penalty on efficient and thrifty firms which we hope to see amended in the very near future. Through ABCC we submit our views on Government legislation and proposals, always remembering the aims set out at the inaugural meeting of the Chamber in 1785 and always seeking to abide by them. The task of the Chamber is to work for our members, the City and the country – in the words of the first secretary, Mr. William Creech:

'An united body of merchants and manufacturers whose rules are understood among themselves have it in their power to prevent tedious and expensive litigations, the bane of harmony and industry. They have it also in their power to bring forward important questions; to apply for laws for the good of the whole, which no divided or separated interest could do with effect. They have it in their power to suggest new improvements and to give aid to such as are worthy of pursuit; to assist the views of Parliament in so far as they may be beneficial to the country; or to point out mistaken or partial measures that might be hurtful.

'In short, to give spirit and vigour to commerce and manufactures; assistance to genius and industry; to protect the just rights of individuals; to encourage the active and discourage the idle; are objects which have a manifest tendency to render a people great, prosperous and happy; and such are the avowed purposes of the present institution.'

Visits by British Overseas Commercial Representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
AUSTRALIA (Brisbane)	W. J. KEARNS, Second Secretary (Commercial)	December/January	1967
CANADA (Toronto)	R. K. McKENZIE, British Trade Commissioner	November	1967
CHINA (Peking)	J. D. LAUGHTON, Second Secretary (Commercial)	November	1968
COSTA RICA (San Jose)	M. L. CREEK, First Secretary, Head of Chancery and Consul	November/December	1968
EGYPT (Cairo)	J. GREAVES, Second Secretary (Commercial)	January/February	1967
GHANA (Accra)	P. D. D. WARDEN, Attaché (Commercial)	November	1968
INDONESIA (Djakarta)	D. J. BROWN, MBE, First Secretary (Commercial)	January	1968
REPUBLIC OF IRELAND (Dublin)	D. RYCROFT, Second Secretary (Commercial)	November/December	1965
KOREA (Seoul)	D. G. REID, First Secretary (Commercial)	November/December	1968
MOROCCO (Rabat)	E. H. NOBLE, MBE, First Secretary (Commercial)	January/February	1967
SOVIET UNION (Moscow)	A. ROSSITER, Third Secretary (Commercial)	December/January	1968
SWEDEN (Stockholm)	B. W. V. TOMSETT, Commercial Officer	November/December	1968

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland, were listed at page 207 of the *Board of Trade Journal* of July 23, 1969.) Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 484, 1 Victoria Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

British industry and French devaluation

AS FRANCE'S new economic measures went into effect last week, Mr. James Rooke, Britain's Minister Economic in Paris, arrived in London for briefing talks with trade associations and chambers of commerce all over Britain. Mr. Edward Rayne, leader of BNEC Export Council for Europe's French team, has reported that about 200 industrialists have already booked for the one-day meeting at the London Hilton on November 12 to be opened by Mr. Anthony Crosland, President of the Board of Trade, at which Mr. Christopher Soames, HM Ambassador in Paris, Mr. Rooke and seven other top-level speakers will be telling how British firms can gain a larger share of France's capital goods imports.

Mr. Rooke is sure that price differentials stemming from devaluation are not likely to be a major factor in sales of the custom-built equipment in which Britain excels. France is at present urgently seeking new equipment for the modernisation and restructuring of her industries, and in any case she habitually imports more machinery than she exports.

The total French price freeze which expired on September 15 has been replaced by partial control of both industrial and retail prices. French industrialists faced with this pressure to keep down their prices will welcome equipment which can reduce their production and labour costs.

The ECE November 12 conference, which is to be chaired by Sir Hector McNeil, chairman of ECE and chairman of Babcock & Wilcox Ltd., should be useful to British manufacturers of products required by any sector of French industry. (*Articles on prospects for United Kingdom capital and consumer goods in France were published in July 9 and 16 issues of the* Board of Trade Journal).

Mechanical engineering-export opportunities

IN THEIR LATEST REPORT published on September 17 the Short Term Trends Working Party of the Mechanical Engineering Economic Development Committee continues to expect production to be 60 per cent up in 1969, with a further rise of 4-5 per cent forecast for 1970.

These expectations are based on the continuing high level of new orders, particularly for export, recent rises in steel consumption by the industry, and other key indicators such as factory building approvals and new construction work (other than housing), all of which point to a continuing growth of demand.

At the same time, industry members of the Working Party report that current pressures on company liquidity, the credit squeeze and the high level of interest rates are having some effect on the ability and willingness of industry to invest in additional plant and machinery.

The report continues: 'Export orders in the first quarter were particularly impressive (up 22½ per cent on the last quarter of 1968), so that the short term outlook for exports is generally encouraging.

'Devaluation of the French franc is thought unlikely to have any very significant impact on United Kingdom mechanical engineering prospects. The Working Party emphasize the opportunities in world markets which are open to United Kingdom companies, whose designs, delivery dates and prices are competitive. They

warn that if these opportunities are not exploited effectively, balance of payments constraints will continue to limit the propects of growth in the United Kingdom economy.

'Some increase in the level of imports must be expected if expenditure on plant and machinery in the United Kingdom rises. The extent of this rise will depend on the ability of United Kingdom manufacturers to offer competitive designs and to maintain internationally competitive delivery periods as the pressure of demand on the various sectors of the industry builds up.

'The main constraints on growth of many sectors of the mechanical engineering industry seem likely to be shortages of skilled manpower and capacity, both of which can only be overcome by greater investment in more modern and labour saving equipment.'

Export of Calves

THE MINISTRY of Agriculture, Fisheries and Food announced on August 6, that licences for the export of calves would be issued in future with domestic supply requirements in mind. This measure was introduced in order to ensure that the level of these exports did not endanger the Government's programme for the expansion of supplies of home-produced beef.

The level of calf exports to the Continent in recent weeks has been such as to give rise to concern and licences for the export of calves during the period September 7 to October 4 had to be restricted.

Exporters wishing to export calves during the period October 5 to November 29 are now invited to submit their applications for export licences for this period to the Board of Trade, Export Licensing Branch, 54 Broadway, London, S.W.1, not later than September 26. Applications should be accompanied by a statement of the number of calves they have exported in the 12 months ending September 6, 1969.

Notes:

The number of calves exported to the Continent in the five weeks between August 3 and September 6 this year was some 12,000. The total number exported during the preceding 12 months was about 26,000.

The Ministry announced on August 6, that no further licences to export calves would be issued until October 1. All existing licences, other than those issued for the period September 7 to October 4, have been revoked.

Imports of hops

THE BOARD OF TRADE announce that, as provided under Article 2 (1) of the Hops (Import Regulation) Order 1961 and after consultation with the Permanent Joint Hops Committee, the normal quota for imports of hops in the 12 months commencing September 1, 1969 is 18,500 centals (16,518 cwts). The Order does not restrict imports of hops which are grown in and consigned from the Commonwealth or the Republic of Ireland.

The allocation of the quota will be based on brewers' import requirements as notified by them to the Permanent Joint Hops Committee. The Committee will inform each brewer of his agreed allocation and authorize his nominated importing merchant to submit his applications direct to the Board of Trade up to the total of his nominations.

Licences will be made valid for imports from September 1, 1969 to August 31, 1970. Should the English crop be insufficient to meet brewers' requirements of English type hops, supplementary licences may be granted.

Application for anti-dumping duties on polytetrafluoroethylene (PTFE)

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act 1969 of anti-dumping duties on uncompounded tetrafluoroethylene homopolymer in powder form imported from Italy, the Netherlands and the United States. This application may be extended to include other countries supplying this product at prices which appear to be dumped.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed to the Tariff Division, Board of Trade, Room 107, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address not later than October 8, 1969. Such representations in summarized form and without attribution to the source may be passed to the applicant for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 8.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Phenylacetic acid	Penyl acetic acid	December 31, 1969	13333
29.22	*o*-Phenylenediamine	As in previous column	December 31, 1969	10845

Note: Withdrawal of application

Interested parties may wish to know that the application for the remporary exemption from import duty of 4-Nitrotoluene published on page 548 in the *Board of Trade Journal* on August 27 1969, has been withdrawn.

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1970, on the following items which are at present temporarily exempt from duty:

Tariff Heading	Description	Reference
29.19	Di-*n*-butyl phenyl phosphate	10749
	Tri-(2, 3-dibromopropyl) phosphate	6877

Application for the removal of import duty on fatty alcohols

THE BOARD OF TRADE announce that they are considering an application for the removal of the import duty on normal aliphatic alcohols containing eight or more carbon atoms in the molecule and having an iodine value not greater than 10, having a radioactivity of less than 3 disintegrations per minute per gramme of total carbon from β particles of energy between 18 kiloelectronvolts and 156 kiloelectronvolts and containing an even number of carbon atoms in each molecule, not less than 70 per

(Continued at foot of next page)

Disclosure of reserves by banks

THE LONDON Clearing Banks and the Scottish Banks concerned have announced that after a careful re-examination of the problems involved, and after discussion with the Authorities, they have decided that their future annual accounts will be prepared in accordance with the provisions of the Companies Acts applicable to the generality of companies and cease to take any advantage of the exemptions hitherto available to them under Part III of the Eighth Schedule to the Companies Act 1948.

Preliminary results in the new form will first appear simultaneously towards the end of February, 1970. For most of the banks concerned these will relate to the financial year ending December 31, 1969. For the National and Commercial Banking Group, whose figures are made up to September 30, 1969, accounts will first be published in the normal course in the old form and be issued in the new form at the same time as those of the other banks.

In a statement on September 17, Mr. Anthony Crosland, President of the Board of Trade, said that he welcomed the announcement about disclosure which the London Clearing Banks and the Scottish Banks had made after discussions with the Treasury, the Board of Trade and the Bank of England. He was confident that the banks' decision to disclose in future their true profits and reserves was in the best interests of all concerned.

Law Commissions first report on exemption clauses in contracts

THE FIRST REPORT* of the Law Commission and the Scottish Law Commission on Exemption Clauses in Contracts which deals with contracts for the sale of goods, was published on September 18.

The Law Commissions are concerned with the whole problem of the insertion in contracts of clauses which exempt one party from his normal obligations under the law. The present Report follows an intensive inquiry by the two Law Commissions, with the help of a broadly representative Working Party, into the causes of widespread dissatisfaction felt by private consumers and others with the ways in which certain provisions of the Sale of Goods Act, 1893, designed to protect buyers, appear to be working in practice. Since the passing of the Act there have been many changes in trading practices and a very extensive development of hire-purchase, which is a contract analogous to that of sale. The Molony Committee on Consumer Protection, whose Final Report was issued in 1962, recommended changes in the law of both sale and hire-purchase. As a result legislation has given greater protection to hire-purchasers in both England and Wales and Scotland. But a number of recommendations relating to outright sales of goods have not yet been implemented. They have been considered by the Law Commissions in a wider interest than consumer protection.

The Law Commissions deal in this First Report with the provisions of the Sale of Goods Act, which regulate matters of essential importance to the buyer – his right to undisturbed possession of the goods and to insist that they shall match the description under which they were sold and comply with reasonable standards of quality and fitness for purpose. But the Act allows these provisions to be excluded or varied in any particular sale.

The main issue facing the Law Commissions was the question whether the existing freedom to exclude or modify the protective provisions of the Sale of Goods Act should be controlled. Before dealing with this issue the Law Commissions considered whether changes were needed in the protective provisions themselves. Their present Report makes a number of detailed proposals, accompanied by draft clauses, for amending the relevant sections of the 1893 Act, designed to take account of the many developments that have occurred in the last 76 years.

On the main issue of their inquiry the Law Commissions have reached the unanimous view that sellers to private consumers should be prevented by law from excluding or limiting the protective provisions of the Act which the Commissions regard as a basic code of fair dealing. In addition to the obvious instances where the retailer's exclusion or limitation of these provisions is legally effective under standard form contracts (e.g. in the motor-car trade), the evidence received by the Commissions shows that there are many other cases where the private consumer mistakenly believes that by accepting a manufacturer's 'guarantee' he has lost his rights of redress against the retailer. The Report therefore recommends that in sales the private consumers there should be a clear-cut ban on 'exemption clauses' which exclude or restrict the seller's liabilities under the Act. This is necessary both to make exemption clauses in such sales ineffective, and to remove widespread public misunderstanding and uncertainty about the buyer's legal right against the retailer where a manufacturer's 'guarantee' is accepted.

The Report also proposes that control of these exemption clauses should not be confined exclusively to sales to private purchasers. But there is a division of opinion as to the manner in which an extension of protection to 'business purchasers' should be achieved, and how far it should go. The Report puts forward two alternative recommendations. The effect of the first is that the ban on exemption clauses should cover the sale of consumer goods to business purchasers (including members of the professions and public authorities) except where the buyer can be said to be in the business of dealing in or with the goods, e.g. by resale, hire-purchase or hiring or by using them in a manufacturing or similar process. The second alternative would protect all business buyers (including retailers upon whom their own suppliers may have imposed exemption clauses) by enabling the courts to strike down any exclusion or limitation of liability if reliance on it would be unfair in all the circumstances of the case. As the Report emphasizes, a choise between the two alternatives is essentially one of commercial policy.

The Report deals in detail with the special cases of auction sales and international sales. In due course it will be followed by a further report dealing with the exclusion of liability for negligence in the sale of goods (by manufacturers' 'guarantees' or otherwise) and in other contracts, and with exemption clauses generally in contracts for the supply of services.

*Exemption clauses in contracts. First Report. Amendment to the Sale of Goods Act 1893 (Law Com. No. 24, Scot.). (HMSO price 6s. 6d., by post 7s. 3d.).

Official receiver appointment

THE BOARD OF TRADE announce that Mr. Gwilym Thomas Evans has been appointed as Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Croydon, Guildford, Kingston-upon-Thames and Tunbridge Wells in succession to Mr. C. T. Newton who has been appointed to another post in the Board of Trade. The appointments took effect on September 22, 1969.

FATTY ALCOHOLS, *continued*

cent by weight of the alcohols having 12 and 14 carbon atoms per molecule, ex tariff sub-heading 15.10(A).

A statement of the applicants' case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 not later than October 15, 1969.

DEA Progress Report for September

THE SEPTEMBER 1969 issue of DEA *Progress Report* was published on September 18.

Progress Report is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section. The articles in the current issue are as follows: Economic: 'Improving export records'; and 'The new index of industrial production'. Industrial and Regional: 'The finance of local government'; 'Four years of regional planning'; 'Notes from the Economic Development Committees'.

County Borough of Teesside

Proposed Development of the Newport Road/Cannon Street/Boundary Road Area, Middlesbrough

Teesside Council has declared Central Middlesbrough as the Regional Centre for Teesside. Substantial sites are now available within the centre for the private development of "prestige" offices, service industries and distributive trades.

The land, approximately 48 acres, is possibly unique in the North of England, inasmuch as it comprises an extensive cleared area located in the heart of Teesside, strategically situated in relation to the proposed pattern of major communications (soon to be implemented), and readily available for development.

With minor exceptions, the whole of the land referred to is in Council ownership and the method of disposal may be negotiated both on freehold and leasehold terms.

In the first instance, the Council are inviting enquiries, without commitment on either side, from national development companies of repute, government departments and local firms who may be interested in the complete or partial development of this land.

It is the Council's intention, whether one developer or a number are eventually involved in the implementation of development of the nature prescribed, for the development to proceed on a comprehensive basis in accordance with a co-ordinated scheme to be agreed between the Council and such developer or developers.

Teesside is a Development Area and comprises mainly the former Middlebrough, Stockton, Thornaby, Billingham, Eston and Redcar areas and has an existing population of about 400,000 and a planned population of 700,000 by 1991. It is a rapidly expanding industrial and commercial county borough with exciting prospects.

Further details, together with a form for completion by interested parties, can be obtained on request from the Town Clerk, Municipal Buildings, Middlesbrough, Teesside.

E. C. PARR,
Town Clerk and Chief Executive Officer.

Lord Brown to visit South Wales

LORD BROWN, Minister of State at the Board of Trade with special responsibility for export promotion is to visit South Wales on September 25 and 26. This is the latest in a series of visits that Lord Brown is making to exporting firms throughout the country. During his two day visit Lord Brown will call on firms actively engaged in the export drive and will also meet industrialists representing such firms.

Lord Brown's tour opens on September 25 with a visit to Royal Worcester Industry Ceramics Ltd., Tonyrefail. This will be followed by meetings at the Park Hotel, Cardiff, with members of Cardiff Chamber of Commerce and, later, at the Bridgend Industrial Estate, with local exporting firms. Lord Brown will then return to Cardiff for a meeting at the Park Hotel with members of the South Wales Exporters Club.

On September 26 Lord Brown will visit the Board of Trade Office for Wales to meet members of the Board's staff engaged on export promotion work. Following this, he will visit Sklenar Furnaces Ltd., Cardiff (manufacturers of non-electric metal melting furnaces) and Saunders Valve Co. Ltd., Cwmbran (manufacturers of diaphragm valves). Whilst at Saunders Valve Co. Ltd., Lord Brown will also meet representatives of other exporting firms in the Cwmbran area before returning to London.

Attracting American investment to NE England

A MAJOR promotional effort to attract more American investment to North East England is to be mounted by the North East Development Council in the United States during October. At present 55 companies either wholly or partly owned by American interests are in business in the North East. A five-man group of planning and industrial development experts from the region, led by Mr. Fred M. Dawson, director of the North East Development Council, is to visit the central and eastern states of America from October 7 to October 27.

Planning the campaign has involved NEDC researchers in what is probably the most exhaustive assessment of company growth potential the Council has ever done. From their study of expanding firms in the area of the group's stay have emerged sixty 'blue chip prospects' – manufacturing companies that NEDC believes could profit in terms of future growth from investing in a location in North East England. Each of these firms will be visited by members of the NEDC group.

New plant for Teesside

LENNIG CHEMICALS LTD., the wholly owned United Kingdom subsidiary of Rohm and Haas Company, Philadelphia, are to build a methyl methacrylate plant at Seal Sands, Teesside, to augment their existing MMA production at the company's Jarrow works. The new plant, to be completed in 1971, will have a capacity in excess of 60 million pounds per year.

The new facility will be built adjacent to the acrylate monomer plant recently announced by Lennig. Commenting on the project, Mr. J. J. Doyle, managing director of Lennig, said, 'Lennig's new MMA plant is designed to meet the increasing United Kingdom market for acrylic sheet and moulding powder and industrial coatings while at the same time providing sufficient capacity for export to Europe.'

New switchgear factory for Washington, Co. Durham

MIDLAND ELECTRIC Manufacturing Company Limited, which makes MEM switch, fuse and motor control gear, is to build a 200,000 square foot factory in Washington New Town, County Durham. A 10 acre site on the Crowther Industrial Estate bordering the A1(M) has been chosen and the factory will be built in phases, the first of which will be started next year and finished in 1971.

When in full commission the new factory will provide jobs for well over 700 people. The cost to MEM of the whole project will be met from its own resources.

Making fuller use of women in industry

SPEAKING AT THE Golden Jubilee conference of the British Association for Commercial and Industrial Education, at Cambridge on September 16, Mrs. Barbara Castle, First Secretary and Secretary of State for Employment and Productivity, said that we in this country were not making the fullest use of the potential abilities of women at all levels, including the skilled, professional, technical and managerial levels.

Mrs. Castle added that this was not simply a training problem – it was in the first place a problem of changing attitudes towards the employment of women: the attitudes of women themselves, of parents, of those responsible for career guidance at school, and of employers and unions.

The training advice and recommendations of the industrial training boards applied equally to men and to women, but training facilities could not be effective unless the demand was there to take advantage of them. 'To create this demand and to change the attitude of those concerned is something we must do if we are to make the best use of our resources', said Mrs. Castle.

Earlier, Mrs. Castle said that the development of industrial training over the past five years had been a success story, a record of steady achievement which had transformed industrial training in this country.

'The impact which the Industrial Training Act has had on economic and industrial policies is undeniable. Industrial training is now – and will continue to be – an essential factor in the economic policy of all British governments. Training has also reached the boardroom. It is a subject which is discussed at the highest levels of management and its implications figure in management decisions at the highest levels.'

Annual reports of Industry Training Boards

Carpets

THE GRANT INTRODUCED for individual training programmes for managers, supervisors and other senior staff was the most important addition to the grant scheme last year, states the annual report of the Carpet Industry Training Board, published on September 10. (HMSO, price 3s.).

The report adds that these grants are devised in collaboration with the Board's training staff, on whose time they are making heavy demand. Nevertheless, the results are proving well worthwhile.

Another approach to manager and supervisor training adopted by the Board is based on the identification of key problem areas and the arranging of specific training for all those in a company with a part to play in providing a solution. This approach is already showing promise of good results.

A special survey covering all the small companies in the industry has been mounted in collaboration with the Small Business Centre of Aston University. One of its objects is to produce comparative data on the differing standards of operational efficiency of the companies involved as a means of establishing training needs. Though not yet complete the survey is already producing good results.

Man-made fibres

Of the total number of workers employed in the man-made fibres industry more than 22 per cent of men and 7 per cent of the women were last year in training for six months or longer. This was a substantial rise on the previous year.

In a 12-month period, the number of apprentices employed rose by 44 to 652 and the percentage of apprentices to skilled workers for the more important occupations revealed a satisfactory position.

These figures are shown in the annual report of the Man-Made Fibres Producing Industry Training Board, published on September 10. (HMSO, price 3s.)

Mrs. Barbara Castle, Secretary of State for Employment and Productivity, announced on September 15 that she had approved proposals submitted by the Man-Made Fibres Producing Industry Training Board for a levy on employers within scope of the Board equal to 0.05 per cent of their payroll in the year ended April 5, 1969. This is the effect of an Order laid before Parliament on September 15, which came into operation on September 17. The levy will be used to make grants to employers in respect of the introductory and continuation training of training officers, the training of instructors, and of shop stewards. Provision is made for employers to appeal to independent tribunals against assessment.

Road transport

Increases in the operation of one-man buses have created special training needs, according to the annual report of the Road Transport Industry Training Board, published on September 12 (HMSO, price 3s. 6d.).

It is added that the Board's training recommendations will set performance standards for experienced operatives in many parts of the industry, which have up to now barely recognized the need for training. It was hoped that the chronic labour turnover among the operatives would thus be reduced.

On the question of management training the report says that it has become clearer during the year that this is a pressing priority in all sectors of the industry. Particularly, there is need for the single manager in the small establishment to understand the value of new techniques and procedures which he tends to ignore unless he makes a conscious effort to understand them.

In garages the standards of apprentice training varied enormously and the immediate need was to reach a situation where the best existing standard became the general standard in the industry.

Mrs. Castle reconstituted the Road Transport Industry Training Board for a further three years on September 15. This is the Board's second term of office. Mrs. Castle has reappointed Mr. K. C. Turner as chairman and named 24 other members.

Metrication and the engineering industries

THE METRICATION BOARD'S Steering Committee on the Engineering Industries, which recently held its first meeting under the chairmanship of Mr. E. F. Knight, will be responsible for co-ordinating work on metrication for the engineering industries generally.

The Committee reviewed this wide field of responsibility, and examined the extent to which planning the change-over within the basic programmes already published was being undertaken by the various sectors within the industries. It recognised the importance of identifying gaps in the planning and the urgent need to fill them.

Particular attention was devoted to the importance of ensuring that every industry programme takes account of the need for adequate links between manufacturers and their suppliers of basic materials and components, and between manufacturers and their customers. Emphasis was placed on the essential part that Trade Associations and Confederations play in the development of these links.

The Committee will now proceed to examine in greater detail the progress made in the various sectors, the problems being encountered and the remedies being found.

Trade Asssociations and Confederations and other organisations or individuals who are concerned with the work of the industries for which the Committee is responsible are invited to send reports or memoranda to The Secretary, Steering Committee on the Engineering Industries, Metrication Board, 22 Kingsway, London, W.C.2 (Tel. No. 01-242 6828 Ext. 236).

Study of the shirt industry

THE SHIRT, COLLAR AND TIE MANUFACTURERS' FEDERATION is giving active support to a study of the future of the shirt industry, sponsored by the Clothing Economic Development Committee.

Firms are being asked by consultants to provide information about the industry, which has faced a rise of some 25 per cent in imports over the past two years.

A study group to control the work has been set up under the chairmanship of Mr. Norman Sussman, a member of the EDC and the immediate past chairman of the Shirt, Collar and Tie Manufacturers' Federation.

International conference on monopolies, mergers and restrictive practices

MR. ANTHONY CROSLAND, President of the Board of Trade, is speaking at the opening session today (September 24), of an international conference on policies towards monopolies, mergers and restrictive practices being held at King's College, Cambridge, from September 23 to 26. This follows two earlier international conferences on this subject, in the United States in 1958 and in Germany in 1960.

The central theme of the conference on this occasion is the relation between policies on those matters and rationalization and economic growth. Papers are being presented to the conference by leading international experts. Member countries of the OECD are represented at the conference and economists, lawyers, industrialists and officials from Britain and other countries are present.

The conference has been sponsored jointly by HM Government and the Organization for Economic Co-operation and Development and has been organized by the Board of Trade. A report of the proceedings will be published by HMSO.

The Secretary-General of the OECD, Mr. Kristensen, is presiding at the opening session of the Conference, and in addition the President of the Board of Trade, Mr. John Davies (Director-General of the CBI) and Dr. Fritz Hellwig (Vice-President of the European Commission) are speaking at the opening session. The closing session will be chaired by Mr. Edmund Dell, Minister of State, Board of Trade.

The conference is divided into five groups to consider different aspects of the main theme, namely:

(i) Objectives of economic policy – the contribution of policies on monopolies, mergers and restrictive practices;
(ii) Firm behaviour and policies on monopolies, mergers and restrictive practices;
(iii) Market structure in relation to firm growth and innovation;
(iv) The international firm and international aspects of policies on monopolies, mergers and restrictive practices;
(v) Competition policy in relation to efficiency in services, including distribution.

Amongst those presenting the main papers at the conference are: Mr. Donald Turner, until recently head of the Anti-trust Division of the United States Department of Justice, Professor Wilson, Glasgow University, Sir Hugh Weeks, Chairman of the EDC for the Distributive Trades, Professor Markham, Harvard Graduate School of Business Administration, and Mr. H. W. Wertheimer, NV Philips, Holland, and International Chamber of Commerce.

The Chairmen of the five groups are: Herr Ernst Albrecht, Director-General – Competition, European Economic Commission; Mr. David Henry, Canadian Department of Consumer and Corporate Affairs; Dr. E. Gunther, President of the Bundeskartellamt; Monsieur B. Clement, Ministere de L'Economie et des Finances; and Mr. Sidney Golt, Second Secretary, Board of Trade.

Supply of starch glucoses and modified starches referred to Monopolies Commission

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on June 16 that he proposed to ask the Monopolies Commission to investigate the supply of starch and glucose. The reference was made on September 19. The full text of the reference will be published in next week's issue of the *Board of Trade Journal*.

The Monopolies Commission have been asked to investigate whether monopoly conditions exist and if so whether they operate against the public interest. Any person or organization wishing to offer evidence in relation to this matter should write to The Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Mr. Peter Boon (second from left), managing director, Hoover Limited, Export, and Dr. Arno Andress (third from left), general manager, Hoover G.m.b.H., Düsseldorf, welcome dealer guests to the Perivale factory. During the next few weeks 250 dealers of Hoover G.m.b.H., Düsseldorf, will be guests of the company and of Hoover Limited in the United Kingdom. The group is the largest ever to visit Hoover Limited from abroad.

Costs and revenue of national newspapers referred to NBPI

ON SEPTEMBER 19 the First Secretary and Secretary of State for Employment and Productivity and the Board of Trade referred to the National Board for Prices and Incomes for examination the question of the costs and revenue of national newspapers with a circulation over 200.000.

The text of the reference follows:

Prices and Incomes Act 1966
Reference to the National Board for Prices and Incomes
Costs and Revenue of National Newspapers

In July 1967 the National Board for Prices and Incomes was requested by the Government to examine and report on the costs and revenue of national daily newspapers with a circulation of over 200,000 and in October 1967 the Board submitted its Report (which was published as Cmnd. 3435). The devaluation of sterling had substantial effects on the costs of newspapers and many of these increased their prices in 1968.

Under the arrangements for voluntary early warning of price increases, several publishers of national newspapers have now notified the Board of Trade that they propose to make price increases, some immediately and others in 1970. Having regard to the facts of the cases for the immediate increases, the Government are not asking that they should be withheld. But, in view of the special role of the newspaper industry and its continuing economic problems, the Government consider that the increases in prices proposed to be made in 1970 require further independent examination of the costs and revenue of the main national newspapers.

Accordingly, in pursuance of their powers under Section 2(1) of the Prices and Incomes Act 1966, the First Secretary of State and Secretary of State for Employment and Productivity and the Board of Trade hereby refer to the National Board for Prices and Incomes for examination the question of the costs and revenue of national newspapers with a circulation over 200,000.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Aviation and Shipping

'Civil aviation on threshold of new epoch'

—THE PRESIDENT

MR. ANTHONY CROSLAND, President of the Board of Trade, officially opened the 'Symposium on Electronics for Civil Aviation', at the Royal Festival Hall, London, on September 15.

In his opening address, Mr. Crosland said:

'We are meeting at a time when civil aviation stands on the threshold of a new epoch, comparable to that which began when the first jet airliners were introduced. Early next year the first of the so-called Jumbo Jets on a scheduled service will take off from New York and land at London Airport with its tremendous load of 360 passengers. Before the end of this year the first of the supersonic airliners, the Anglo-French Concorde, is expected to fly supersonic during the course of its trials. It should enter into airline services in 1973. And on the horizon, perhaps some time within the next decade, the first of the Jump Jets could appear in passenger service, offering totally new possibilities of fast flights between city centres.

'But each generation of aircraft brings with it a whole host of new problems for those who have to operate them and for those who have to control their movements on the ground and in the air. As aircraft grow in size, in capacity, in speed, and as the density of traffic increases, so the problems of ensuring the punctual, efficient and, above all, *safe* operations of airliners are multipled. The solution of these problems, and the safety of all who fly on the increasingly crowded air routes of the world, depend very largely on applications of electronics. In the air traffic control field, which is already so dependent upon electronics, there have been important advances in the development of automation; while in aircraft operations the automatic landing of large passenger-carrying aircraft in low visibility is now a practical reality. To consolidate these achievements and to combine them with the necessary degree of safety will make a continuing demand on electronic skills and it is therefore important that so many of the papers which you are to hear and discuss are concerned directly or indirectly with the vital question of flight safety.'

The symposium, which ended on September 19, was attended by delegates from 41 countries and 10 international organizations. In the exhibition, which ran concurrently with the symposium delegates were able to learn of the research and development work being undertaken by Government departments and United Kingdom companies to meet the challenge created by the introduction of even more sophisticated aircraft.

Discussing the Board of Trade National Air Traffic Control Services stand at the Electronics for Civil Aviation Exhibition, Mr. Anthony Crosland, President of the Board of Trade (right) and Sir Ian Orr-Ewing, president of the Electronic Engineering Association.

Appointment of deputy engineer surveyor-in-chief

MR. C. BELL, AMIMechE, MIMarE, a Senior Ship Engineer and Ship Surveyor of the Board of Trade, has been appointed a Deputy Engineer Surveyor-in-Chief, following the promotion of Mr. G. Victory to Engineer Surveyor-in-Chief.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject Matter
	August 14, 1969	
797,061	Societe des Usines Chimiques Rhone-Poulenc	Azapheniazinthe derivatives and their preparation.
941,208	James Garioch	Coupliog for attaching a fish hook to a line.
952,002	Rotary Hoes Limited	Means for feeding material to a hammer mill.
996,328	Rotary Hoes Limited	Wheel with retractable spuds.
1,101,926	Rotary Hoes Limited	Means for supporting an implement from the rear of a tractor.
1,040,116	Rotary Hoes Limited	Machine for disposing of sisal boles and like growths.
1,062,642	County Commercial Cars Limited	Bodies for transport vehicles.
1,128,962	Rotary Hoes Limited	Means for providing equal volume pressurized supplies of an hydraulic fluid to operate at least two identical rams simultaneously.
1,142,153	Margrete Stinnes	Sliding seal and valve for reciprocating pump plungers.
	August 21, 1969	
1,019,688	Standard Telephones & Cables Ltd.	Thermionic cathodes
1,021,329	Kabushiki Kaisa Musashno Kaigaku Kenkyusho	Process for producing epsilon-amino-caprioc acid
1,026,565	Standard Telephones & Cables Ltd.	Sealed magnetic relay contact essemblies.
1,028,200	Standard Telephones & Cables Ltd.	Semiconductor devices
1,034,487	Laboratoires Albert Rolland	New eucalyptol derivatives
1,037,201	Standard Telephones & Cables Ltd.	Decoder for pulse code modulation systems of communication
1,041,668	Standard Telephones & Cables Ltd.	Protective arrangements for power supply systems
1,044,689	Standard Telephones & Cables Ltd.	Mountings for semi-conductor devices
1,052,926	Standard Telephones & Cables Ltd.	Electrical filter system
	August 22, 1969	
778,383	Standard Telephones & Cables Ltd.	Production of material for semi-conductors
808,678	Standard Telephones & Cables Ltd.	Automatic echo pulse recapture circuit for tracking radar systems
910,458	Standard Telephones & Cables Ltd.	Automatic telecommunication exchanges.
910,459	Standard Telephones & Cables Ltd.	Automatic telecommunication exchanges
914,883	Standard Telephones & Cables Ltd.	Telephones transmission systems
916,452	Standard Telephones & Cables Ltd.	Electron discharge devices
919,122	Alvan Blanch Development Company Limited	Implements for attachment to a lift mechanism of a tractor
925,410	Standard Telephones & Cables Ltd.	Electromagnetic switching devices with sealed magnetic contacts
927,864	Westinghouse Brake & Signal Company Limited	Semi-conductor devices
931,687	Standard Telephones & Cables Ltd.	Mounting of mosaic elements in mimic diagrams
934,963	Standard Telephones & Cables Ltd.	Intruder detection apparatus
944,811	Standard Telephones & Cables Ltd.	Electro-acoustic transducers
954,605	Standard Telephones & Cables Ltd.	Electro magnetic switching devices with sealed magnetic contacts
963,149	The British United Shoe Machinery Company Limited	Machines suitable for attaching insoles to lasts
963,844	Standard Telephones & Cables Ltd.	A detector for F.M. signals
965,153	Standard Telephones & Cables Ltd.	Magnetic circuit structure for a sealed magnetic contact electro magnetic relay
984,398	Standard Telephones & Cables Ltd.	Detection system
993,509	Standard Telephones & Cables Ltd.	Electrical circuits
997,278	Standard Telephones & Cables Ltd.	Intruder detection system
1,058,692	Standard Telephones & Cables Ltd.	Method of producing a magnetic information storage matrix
1,081,493	International Standard Electric Corporation	Encapsulated circuit assemblies

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

New Books

Economics and Technical Change, edited by E. M. Hugh-Jones. (179 pages. Basil Blackwell. £1 16s.) This volume contains the papers read to Section F (Economics) and some read jointly to Section F and Section G (Engineering) at the 1968 meeting of the British Association for the Advancement of Science. They deal with an important and contemporary topic – the implications of technical change, innovation and technology. *Economics and Technical Change* begins with an introductory paper by the editor on the impact of technical change. The remaining papers can be divided into three groups. In the first group K. Grossfield, of the National Research Development Council, analyses the financial benefits which can be derived from innovation and stresses the importance of the first buyer. Dr. R. B. Hill, winner of the Shell Prize for 1968, discusses means for improving the use of research resources. Mr. J. Brodrick, of Marconi International Limited, describes the problems facing management as a result of technological changes, and Professor S. L. Cook, of Aston, describes the help which operational research can give to management. The next four papers explore the problems of the so-called economics of scale. C. F. Pratten, of the Cambridge Department of Applied Economics, outlines the theoretical position, and this paper is followed by three case studies, of computers, by Dr. G. E. Thomas of the Edinburgh Computing Centre, electricity generation, by Dr. J. L. Gray of the Central Electricity Generating Board, and aircraft by Professor D. Keith-Lucas of the College of Aeronautics, Cranfield. They consider the limitations on increased scale as well as its possibilities. Finally, Lionel Murray of the TUC considers the problems created for trade unionism by modern technology; Dr. Shirley Lerner, of Manchester University, discusses the Donovan Report, and J. P. Davison, of the University of Keele, analyses the relative roles of government, trade unions and the factory unit, in present-day industrial disputes. One of the objects of the British Association is to bring the latest scientific ideas and developments to the attention of the intelligent layman. Although these papers were written by and for economists and engineers, they will also be important to others who are concerned about the implications of modern technology.

Business and Prices, by László Sonkodi. (236 pages. Routledge and Kegan Paul. £2 15s.) Prices affect the general public and the business man alike. Correct pricing can make or break a company. But, in spite of their importance, pricing decisions remain a patchwork of *ad hoc* decisions. This book surveys the problems of pricing and discusses the logic of price-making as well as the many and various aspects which influence this field of business activity. The problem is analysed from three standpoints: attention is paid to the firm as a decision-making unit, to the issues of public policy, and to the position of the consumer in relation to market prices. The opening chapters of the book explain certain basic economic concepts which must be understood before the principles of price formation can be properly formulated. Various market structures are surveyed as a background to pricing and special attention is given to oligopolistic markets. The various pricing objectives and actual pricing methods are then examined against economic theory, and, as a preliminary to pricing policies, the findings of researches into consumer reaction to prices are surveyed. Pricing policies of manufacturers and retailers are discussed separately. The nature and economic effects of price agreements are considered in the light of the findings of the Restrictive Practices Court and the Monopolies Commission. *Business and Prices* includes an exposition of the issue of resale price maintenance and an examination of discounts and rebates. The author discusses the special pricing problems facing the management of nationalized industries and concludes with a description of the main issues inherent in the prices and incomes policy and the role of the National Board for Prices and Incomes in modern business.

The Relationship of Aid to Trade in the Far East. (55 pages. British National Export Council Asia, 6-14, Dean Farrar Street, London SW1. £5.) The introductory chapter of this survey states 'the great majority of aid is eventually translated into imports into the developing country concerned, and indeed most of it returns, as exports, to the specific countries which extended it. However, the precise nature and scale of export opportunities arising vary considerably according to the type of aid. The aim of this short study is to explain and explore this relationship'. The need for a report of this kind arose because in their work to increase exports the BNEC Asia Committee have been conscious that overseas aid is used by many of the United Kingdom's international competitors as a flexible tool. It is used to influence both immediate business, particularly that which they would not otherwise obtain, as well as business which will automatically promote further sales. The Economist Intelligence Unit was therefore asked by the Committee to investigate the position and the publication now issued contains in addition to the introduction, chapters on the amount of aid to the Far East; the relationship of trade to aid; export opportunities arising out of aid; the British exporters and opportunities for trade. A brief statistical appendix is also included.

Tourism is becoming more and more important to the national economy. This growing importance was recently highlighted by the enactment of the Development of Tourism Act 1969. The British Travel Association is responsible for the development of tourism and holiday-taking to and inside this country, and for the past 20 years has been working to extend the holiday season. **The British Travel Association: Conference on the Extension of the Holiday Season, 17th April 1969.** (72 pages. British Travel Association, Queen's House, 64 St. James Street, London SW1. £1 10s.) contains discussions on the problem of extending the holiday period outside the peak months of July and August. An effective extension of the holiday season involves the co-operation of a number of organizations, both governmental and non-governmental. The BTA report contains papers delivered by representatives from the Board of Trade, the Confederation of British Industry, the Trades Union Congress, the Inner London Education Authority, the British Travel Association, the European Travel Commission, the Automobile Association, and the Trust Houses Group Ltd. There are some useful appendices, which contain suggestions for future action, some useful statistical information, and a list of names and addresses of the organizations represented at the conference.

HMSO Sectional List 51: Board of Trade. (55 pages. Available free from HMSO.) This is a list of publications of the Board of Trade, which have been placed on sale through HMSO. Basically, the list covers the period 1945 to July 1 1969. The subjects covered by the list reflect the wide interests of the department. The three main areas are economics, civil aviation and marine matters. Within this broad grouping, details are given of publications on such topics as consumer protection, industrial production, location of industry, monopolies and restrictive practices, tariffs and international trade regulations, carriage of dangerous goods in ships, marine safety, oil pollution, air navigation and communication, and aviation safety. In addition, a comprehensive list of international air service agreements negotiated by the United Kingdom has been included for the first time. As the Board of Trade does not publish an overall annual report of its activities, a separate list has been included for the convenience of users, of the various annual reports on specific topics that the Board of Trade is required to prepare. As some subjects are the concern of several Government departments, e.g. oil pollution, sectional lists cannot be considered to be comprehensive subject lists. However, in this particular list some publications issued by departments other than the Board have been included wherever it was thought they might usefully contribute to users' awareness of the coverage of the subject. Also, due to the changes in Government administration, titles falling within the scope of the Board previously issued by the Ministry of Transport and former Ministry of Aviation have been included. Patent Office publications, other than the annual report of the Comptroller General, are not available from HMSO and have therefore been excluded.

Newport Survey: Technical Document. Joint Industry Committee for Poster Audience Surveys. (48 pages. Available free from the Research Officer, Institute of Practitioners in Advertising, 44 Belgrave Square, London SW1.) In the summer of 1966 Research Services Ltd. carried out, on behalf of the BPAA, a survey of the poster audience in Newport, Monmouthshire. This study was mounted with a number of different objectives in view. This present document reports the results and discusses several other topic areas on which the Newport research has thrown some light.

United Kingdom Balance of Payments 1969. Central Statistical Office. (91 pages. Available from HMSO at 15s.; by post 15s. 10d.) This contains detailed estimates of the United Kingdom's balance of payments for the years 1958-1968. *United Kingdom Balance of Payments* 1969 is the seventh in an annual series complementing the quarterly estimates issued by Press Release and those estimates contained in *Economic Trends*. It gives estimates for the balance of payments, which have been revised in the light of the latest available information. Additional tables and a commentary on certain aspects of the balance of payments are also included.

'The management of associations' was the title of a seminar first held in September 1968, the purpose of which was to create a forum for the study of problems encountered by officials of all types of associations – trade, professional, research, etc. **The Management of Associations,** edited by Patricia Millard. (63 pages. Kenneth Mason. £1 10s.) contains the proceedings of and the background papers presented at this meeting and two subsequent seminars, which discussed, in more depth, specific problems as they affected trade and professional associations.

Lloyd's Maritime Atlas. 7th edition. (132 pages. Lloyd's, Lime Street, London EC3. £2.) Three years have passed since the last edition of this well-known handy atlas of the world's ports and shipping places. For this new edition, the publishers claim, many new places have been added and political divisions have been brought up to date; and the preface and directions for use are now given in Spanish, as well as in English, French and German.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
Sept. 30 & Oct. 1 Sale commences at 10 a.m.	Vehicles, technical equipment and miscellaneous stores	Regional Depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432 4366).

Austin K2 vans; Thames ET6 5-ton and 204E 2-ton vans; Land Rovers; Austin Gipsy Pick-ups; Morris Commercial vans and Minibusses; Brockhouse 10 cwt. two-wheeled trailers; fork lift trucks; machine tools including, lathes, drills, milling machines, grinders, etc.; waveguides; bivouac tent canvasses; tyres; charging sets; generators; amplifiers; delivery hose; electronic valves; Racal and other receivers; tape recorders; telephonic equipment; electric fans; copper friction plates; shovels; pick axes; screw drivers; jacks; vices; binoculars; watches; theodolites; compasses; photographic equipment; vests and drawers; blankets; greatcoats; ankle boots; battledress blouses and trousers; blue/grey raincoats; ground sheets; large quantities haversacks; chairs; tables; wardrobes; carpets and other furniture; aircraft, wireless, M.T. signal and electrical spares; also a large collection of miscellaneous stores.

October 8	Miscellaneous stores	TA and VR Centre, Meadowforth Road, Stirling	Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 140-554 2447).

Industrial, electrical, electronic, garage and engineering plant; aircraft spares, equipment and tyres; M.T. spares; 2½ S.P. horizontal boring machines; 10 cwt. jib cranes; pile driving plant; 300/4,000 psi compressors; drilling machines; tool and cutter grinders; pedestal and bench grinders; power saws; SS & SC lathes; welding machines; shaping and pipe screwing machines; vertical, cylinder and surface grinders; bandsaws; punching presses; slotting machines; coil winders; radio and radar equipment; electrical test sets; electric cable; telephone and wireless equipment; hand tools; trolley jacks; M.T. spares; tyres; hydraulic jacks; batteries; X-ray equipment and components; ball, roller and thrust bearings; storehouse trucks; roller conveyors; auto scythes; ferrous and non-ferrous scrap; canvas; rubber; rags; canvas sheeting and tentage; webbing; leather; cordage; blankets; ankle boots and shoes; greatcoats; B.D., blue serge and denim trousers and blouses; mattresses; sheets; shirts; jumpers; jerseys; carpets; kilts; overalls; canvas haversacks; kitbags and packs; parachute components; kitchen utensils; cutlery; earthen and glassware; miscellaneous office and canteen furniture; stacking chairs; wood and metal boxes; steel safes; binoculars and a large assortment of other miscellaneous general stores.

October 14-17	Vehicles, road making equipment	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Saloons; estate cars; Land Rovers; trailers; tractors; trucks; coaches; cranes; commercial vans; scrapers; angledozers; breakdown and heavy duty vehicles; hydraulic tippers; graders; plant and equipment, etc.

October 21 & 22	Miscellaneous stores	The Lido Hall, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).

Engineering construction equipment; spares for Ruston Bucyrus excavator; Tasker 2-wheeled trailer with generator set and 4-wheeled radar cabin; Barford dumpers; concrete mixer; plant and equipment; paints and primers; wooden boxes; cordage; machine tools including, SS and SC lathes; horizontal, vertical and pedestal millers; hydraulic shearing press; bench drilling machines; hacksaws; shapers; vertical drills; planing and thicknessing machines; hand press; gear cutting machines; woodworking lathes; slotting machines, etc.; large quantity of vests and drawers and other clothing; textiles; household and office furniture and a large assortment of miscellaneous general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal orders only).

SALE BY AUCTION

By order of the Secretary of State for Defence, dismantling of Forth-Clyde oil pumping stations. Auction sale on October 2, 1969, of plant and machinery. Catalogues from Messrs. Shirlaw, Allan & Co., 5 Keith Street, Hamilton, Lanarkshire (Tel. Hamilton 23063).

ALES BY TENDER

MACHINE TOOLS

Bench, pillar and radial drills; surface and tool grinders; turret and centre lathes; horizontal and vertical millers; slotting, shaping, sawing, woodworking machines, etc. Located at Royal Arsenal, Woolwich. Also a Duncan Stewart 300-ton Vertical Piercing Press and a British Geco Engineering Co. 150 KW Induction Heating Unit, located at Royal Ordnance Factory, Patricroft. Permission to view on presentation of Tenders Forms only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. October 16, 1969.

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
October 7	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,796	1963	1963 21,788	1963 20,195	1963 20,195	1966 11,372	1963 4,917	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	113	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	114	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	120	133	134	112	104	138	128	134	147	143	169	–47	75	95
1967															
2nd quarter	111	113	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	114	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	116	128	129	112	104	132	120	118	139	146	68	–30	22	2
1968															
1st quarter	114	118	131	134	115	105	137	120	130	145	149	–68	–100	5	49
2nd quarter	112	119	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	120	134	134	111	103	137	128	133	147	139	42	7	10	5
4th quarter	118	122	135	137	113	104	143	144	146	144	142	130	23	38	40
1969															
1st quarter	114	122	139	138	111	102	130	121	128	136	135	133	120	–11	13
2nd quarter		123				104		132	134 p				4 p	–9 p	–3
1969															
February		122				101									
March		122				102									
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index £m. in base year	Dec. 1958	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	162	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,567	114	105	–381
1965	165	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,784	115	112	– 50
1966	154	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	143	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,475	129	119	–283
1968	143	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
3rd quarter	146	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	..
4th quarter	143	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	..
1968													
1st quarter	142	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	138	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	138	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	143	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	151	134	129·7	*6·2*	122·3	114·1	194·6	499	206		162	154	– 18
2nd quarter	154 p	131 p	131·8	*5·4*	124·2	115·1	195·4	527	195		168	162	75
3rd quarter								581 p	192 p				
1969													
March	151	134	130·3	*6·3*	122·7	114·4	195·0	504	203		163	155	
April	152	134 p	131·7	*5·5*	123·7	114·8	195·1	519	199		166	154	
May	154 p	131 p	131·5	*5·3*	123·9	115·1	195·4	518	196		166	162	
June	154 p	131 p	132·1	*5·3*	124·9	115·4	195·7	543	191		173	170	
July		132 p	132·1	*5·3*	124·5 p	115·8 p	196·6	577	186		170	163	
August			131·8	*4·9*	126·2 p	115·9 p	197·0	585	192		165 p	179 p	
September								580 p	199 p				

† Not seasonally adjusted.

General Assessment of the economic situation

From the article on the Economic Situation to be published in 'Economic Trends' in September. Note: Unless otherwise stated this report is based on seasonally adjusted data.

THE MOVEMENT OF the industrial production index provides further confirmation of the re-expansion in total output in the second quarter after the check experienced in the first quarter. According to provisional figures the index – which accounts for nearly half of gross domestic product – rose appreciably between the two preceding quarters. It will be recalled that the forecast published with the Budget last April envisaged a resumption of growth during the course of 1969 after a pause in the earlier months of the year.

A significant contribution to the recovery of output in the second quarter was made by the improvement in the balance of trade. The balance of trade on goods and services at current prices improved by £78 million. The corresponding changes in volume terms were probably increases of about 4 per cent in exports of goods and services and about 1 per cent on the import side. These changes alone would account for an increase of about ¾ per cent in GDP.

There was some recovery in consumers' expenditure in the second quarter from the reduced level in the early months of the year. The average volume of expenditure in the first half-year was probably close to that in the preceding six months. The increase in final demand between the first and second quarters was probably offset to some extent by a sharp fall in stock-building. This may have reflected in part the running down of excess stocks accumulated involuntarily in the first quarter, but the squeeze on credit may also have contributed to the fall.

The pause in the growth of the economy in the early months of the year was probably reflected, with a short lag, in some reduction in the demand for labour. With the second quarter recovery in output, the demand for labour has probably stopped falling in recent months. This is confirmed by the level of adult vacancies, which has changed relatively little recently and rose in August. There has also been little change in total employment in the industries covered by the industrial production index.

According to the official series, the seasonally adjusted level of unemployment has been rising substantially this year (but with some suggestion of a levelling-off in August). The number of wholly unemployed, excluding school-leavers, rose by nearly 100,000 between February and August. However, similar rises, of 105,000 and 80,000 were shown for this period in 1967 and 1968 respectively. It seems likely that, even though the underlying trend was upwards, the rise has been substantially less on each occasion than would be indicated by these figures.

Despite the reduction in demand pressure in the labour market in the first half of this year, the situation is probably now somewhat tighter than it was at the same time last year. It is true that unemployment was the same in August 1968 and 1969 but vacancies have been significantly higher, as has been the amount of overtime worked in manufacturing industry in most recent months. In the engineering sector, the ratio of vacancies to unemployed among skilled workers has risen from about 0.8 last year to about 1.3 this year (July figures). These comparisons support the view that the rate of unemployment is now a less useful indicator of the state of the labour market; and that a given level of unemployment now implies less slack in the economy than it used to.

The new index of industrial production* shows a more rapid growth of industrial output since devaluation than did the old index (7½ per cent between the second half of 1967 and the first half of 1969, as opposed to 5½ per cent). In contrast to experience in past expansionary phases, this significant growth, of some 5 per cent a year, has been achieved concurrently with a sharply improving trend in the balance of payments.

The first half of this year was a period of severe and increasing monetary stringency. The money supply, which had risen by £519 million in the latter half or 1968, rose by only £69 million in the first quarter of this year and fell by £184 million in the second. Domestic credit (not seasonally adjusted) contracted by about £700 million in the first half of the year, compared with an expansion of about £1,000 million in the corresponding period of 1968. Between end-December and end-July there was a net repayment of some £40 million of instalment credit outstanding to finance houses and durable goods shops. After the sharp rise in the early months of the year interest rates have remained at very high levels.

The liquidity squeeze has resulted in a growing pressure of demand for bank lending, especially under existing overdraft facilities. The total of lending by the London clearing banks has been subject to considerable swings from month to month. In the banking month of August there was an increase of £185 million in clearing bank advances (other than to nationalized industries) and their restricted lending rose to some 4½ per cent above their ceiling. Other banks taken together remained below their ceilings.

The balance of payments on current and long-term capital accounts combined showed a surplus of £100 million in the second quarter, compared with a deficit of £52 million in the first quarter. The current account moved further into surplus (£75 million as against £18 million in the first quarter), with invisible earnings continuing to run at a rate of £50 million a month. There was also a net inflow of capital.

The trade figures for August confirm the strong growth of exports and point to a further strengthening of the current account of the balance of payments.

The visible trade balance for August, excluding United States military aircraft, was in surplus by £40 million. During the three months June-August, visible trade was broadly in balance (allowing £28 million for net under-recording of exports) with a monthly surplus in this period of some £2 million a month. In addition, the surplus both on the invisible account and on the current account as a whole are estimated to be running at about £40 million a month over this period.

Exports in August were £630 million, before allowing for under-recording, the highest figure so far achieved. Some part of the very large increase of £58 million over the previous month is attributable to documents now being lodged from earlier months or

(*Continued on page* 818)

President's statement on August trade figures

COMMENTING on the United Kingdom trade figures for August,* Mr. Anthony Crosland, President of the Board of Trade, made the following statement:

'These trade figures are most encouraging. The export trend in particular represents a great achievement by British industry and shows that the national export drive is now vigorously and successfully under way.

'But I must repeat my regular warning that we must not look at one month's figures in isolation. The July figures were greeted with quite unnecessary pessimism; I am anxious that the August figures should not give rise to an equally unjustified euphoria, as though the struggle were over. Exports in August were clearly erratically high; and the fall in imports compared with July largely reflected a fall in the variable category of food, drink and tobacco. We cannot rely on as favourable a figure next month.

'What matters is not the monthly fluctuation but the trend. This shows exports rising significantly faster than imports. This trend, combined with our buoyant invisible earnings, is putting us increasingly securely into current account surplus. The combination of devaluation; appropriate internal policies, and the efforts of British industry and commerce is now beginning to have the desired effect. We are not yet at our goal but we are clearly on the right road.'

(**See page* 814)

United Kingdom Trade in August

Summary

THE VISIBLE trade balance for August, seasonally adjusted, excluding United States military aircraft, was in surplus by £40 million (or by £48 million if allowance is made for under-recorded exports). During the three months June-August, visible trade was broadly in balance (allowing £28 million for net under-recording of exports) with a monthly surplus in this period of some £2 million a month. Moreover the surplus both on the invisible account and on the current account as a whole are estimated by the Central Statistical Office to have been running at about £40 million a month over this period.

Exports in August, seasonally adjusted and before allowing for, under-recording were £630 million, the highest figure so far achieved. Some part of the very large increase of £58 million over the previous month is attributable to documents now being lodged from earlier months or being lodged more promptly as a result of action by Her Majesty's Customs and Excise to improve recording.

During the last three months exports have averaged £600 million a month, a rate 9 per cent higher than the March-May rate of £551 million; even after allowing for the special influences on the August figure, the upward trend is clearly strong.

Imports in August were £669 million, seasonally adjusted and excluding United States military aircraft. The average in the three months June-August was £684 million compared with £665 million in March-May, an increase of 3 per cent.

The trade figures for August confirm the strong growth of exports and point to a further strengthening of the current account of the balance of payments which, in the second quarter of this year, was in surplus by £75 million, seasonally adjusted.

Table 1A. United Kingdom trade

Seasonally adjusted — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance†‡
			Total	Excl. US military aircraft, etc.	
1967	419	15	536	533	– 46
1968	515	18	658	646	– 58
1967 1st quarter	447	16	526	524	– 10
2nd quarter	427	15	530	525	– 38
3rd quarter	421	16	519	515	– 26
4th quarter	381	15	571	566	–109
1968 1st quarter	500	18	647	641	– 60
2nd quarter	486	17	642	633	– 77
3rd quarter	529	19	666	654	– 51
4th quarter	544	19	678	657	– 44
1969 1st quarter	541	18	674	657	– 45
2nd quarter	569	21	698	676	– 32
1969 March	543	20	676	665	– 55
April	542	21	690	673	– 59
May	567	20	689	658	– 14
June	597	23	717	699	– 24
July	572	24	707 r	685 r	– 37 p
August p	630	24	687	669	+40 p
March-May	551	20	685	665	– 43
June-August p	600	24	703	684	– 7 p

† Excluding transactions relating to United States military aircraft financed by Exim Bank credit. (See Notes)

‡ Some minor revisions have been made to the earlier figures in the light of later information.

Table 1B. Three monthly averages (a)

Seasonally adjusted — £ million per month

1968 September	529	19	666	654	– 51
October	537	19	667	655	– 44
November	545	19	676	656	– 41
December	544	19	678	657	– 44
1969 January	552	19	675	650	– 26
February	539	18	670	651	– 42
March	541	18	674	657	– 45
April	536	19	681	665	– 60
May	551	20	685	665	– 43
June	569	21	698	676	– 32
July	579	22	704	680	– 25
August	600	24	703	684	– 7

(a) Average of month shown and two preceding months. (See Note (c)

Exports

Exports in August were £630 million, seasonally adjusted. In the three months June to August, they averaged £600 million, 9 per cent higher than the rate of £551 million in the previous three months. This strong growth is seen in trade to most destinations and in most classes of goods.

The August figure was the highest so far and more than £30 million above the previous record figure of £597 million in June. Some part of the very large increase in August is attributable to documents now being lodged from earlier months or being submitted more

(*Text continued on page* 816)

Table 1C. Recorded values

£ million per month

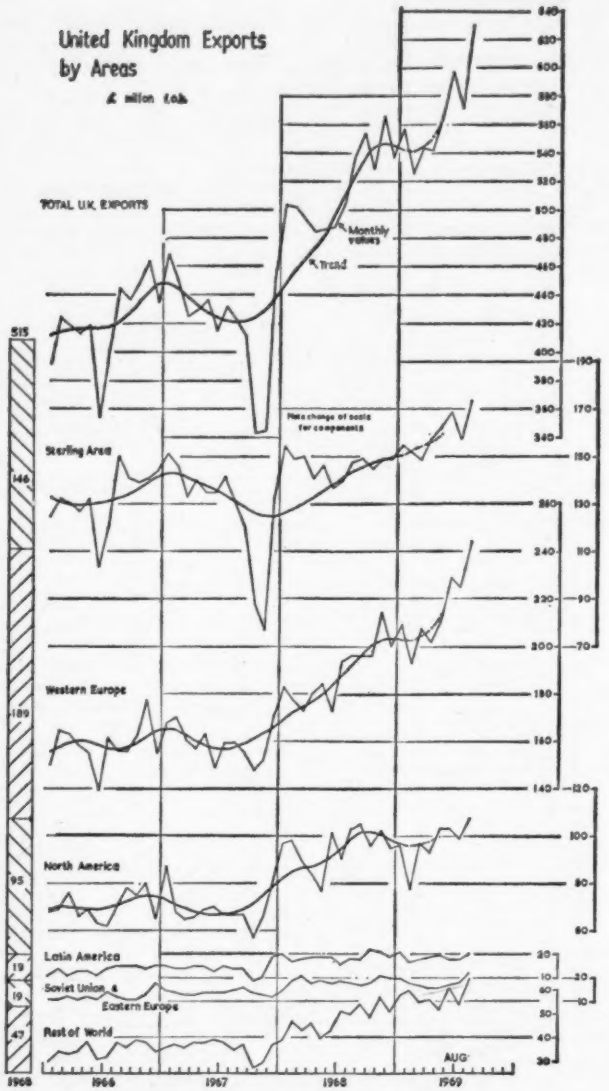
	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.	
			Total	Excl. US military aircraft, etc.
1967 1st quarter	444·8	15·4	536·5	535·4
2nd quarter	446·1	15·7	540·1	534·9
3rd quarter	395·0	14·7	507·8	504·1
4th quarter	390·4	15·9	560·3	555·9
1968 1st quarter	501·2	18·8	664·2	657·7
2nd quarter	503·0	17·0	645·6	637·1
3rd quarter	504·0	17·8	648·9	636·5
4th quarter	550·4	19·3	674·3	653·2
1969 1st quarter	533·5	18·9	686·1	669·0
2nd quarter	594·0	21·8	705·5	683·6
June	615·8	20·7	693·6	675·4
July	609·0 r	25·5	746·5 r	724·6
August p	571·1	22·8	647·1	629·5

Table 2. United Kingdom exports: areas†

Seasonally adjusted — £ million f.o.b. per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1968	515	146	189	100	71	95	19	19	47
2nd quarter	486	141	179	94	68	87	19	18	43
3rd quarter	529	146	195	101	76	99	17	18	51
4th quarter	544	147	203	109	75	98	21	20	52
1969 1st quarter	541	152	203	108	78	89	18	18	58
2nd quarter	569	163	214	111	83	99	19	16	56
June	597	169	229	122	85	103	18	17	61
July	572	158	225	116	86	99	18	18	54
August p	630	173	244	124	97	107	20	22	65
Mar.-May	551	156	207	108	80	97	19	16	54
June-Aug. p	600	166	233	121	89	103	19	19	60

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'



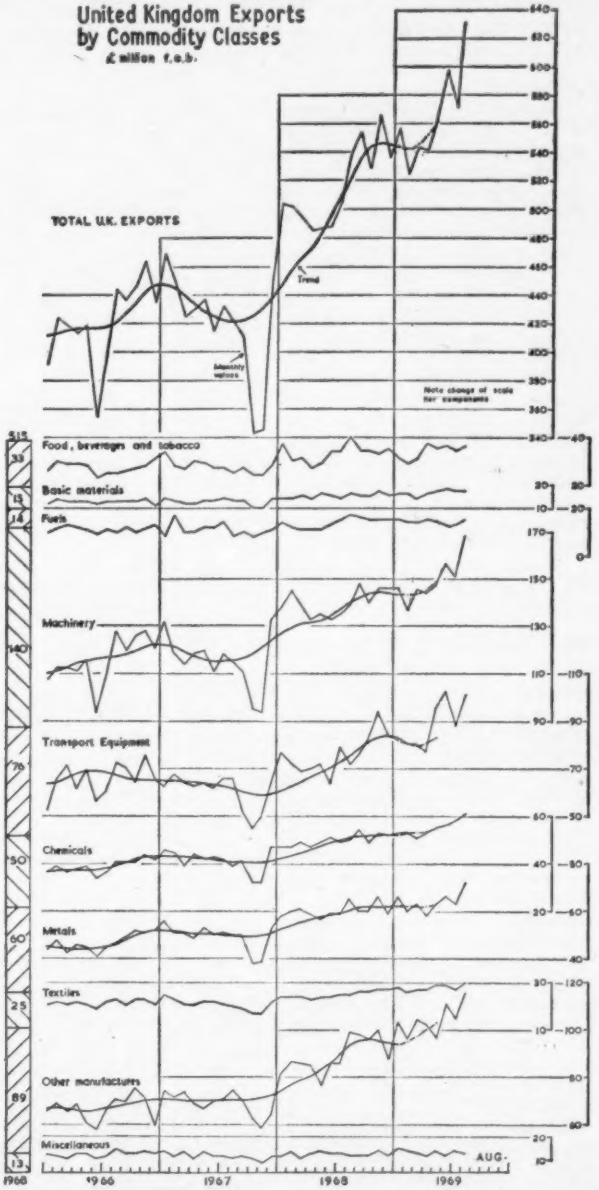


Table 3. United Kingdom exports: commodity classes

Seasonally adjusted

£ million f.o.b. per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1968	515	33	15	14	440	216	140	55	21	50	60	25	89	13
2nd quarter	486	30	15	12	418	205	134	53	15	49	58	24	83	14
3rd quarter	529	36	15	16	451	218	141	58	18	51	61	25	95	13
4th quarter	544	34	16	15	463	229	144	57	29	51	61	27	93	13
1969 1st quarter	541	30	15	14	468	222	143	62	21	52	63	27	101	14
2nd quarter	569	36	17	14	489	241	149	66	25	55	62	28	103	13
June	597	36	18	12	521	260	156	73	30	56	66	29	111	12
July	572	34	17	13	495	243	151	67	22	58	63	27	105	14
August p	630	36	17	15	550	271	168	72	27	61	72	30	115	13
March-May	551	34	16	15	471	229	145	63	22	53	61	27	101	13
June-August p	600	35	17	13	522	258	158	70	26	59	67	29	110	13

(Continued on next page)

promptly as a result of HM Customs' efforts to improve recording. By area more than half the increase in August was to Western Europe and the sterling area and in the commodity pattern, higher exports of machinery and transport equipment accounted for about half of the total rise.

Neither the special factors affecting the August figure nor the recovery in deliveries to North America after the United States' dock strikes, account for more than a relatively small part of the substantial increase of £49 million a month between the two periods, which mainly reflects a marked improvement in the underlying trend.

EXPORTS f.o.b.

Seasonally adjusted (£m. a month)

	Month	Three-month average
1968		
Dec.	536	544
1969		
January	557	552
February	524	539
March	543	541
April	542	536
May	567	551
June	597	569
July	572	579
August	630	600

There has been a strong resumption in the growth of exports to Western Europe between the last two periods of three months. In June to August, these were 12 per cent higher than in March to May. Shipments to EFTA countries, the EEC, the Soviet Union and Eastern Europe and to the 'rest of the world' group of countries increased sharply. Shipments to the sterling area and to North America rose by 6 per cent, with deliveries to the United States 7 per cent and to Canada 2 per cent higher.

Within the commodity pattern of trade, exports of machinery in the last three months increased by 9 per cent. Exports of road motor vehicles have continued to grow and there has been a substantial recovery in exports of 'other transport equipment' which includes ships and aircraft. There were increases in most other commodity classes.

Imports

Imports in August were £669 million (seasonally adjusted and excluding United States military aircraft); the total inclusive of these aircraft was £687 million. This brought the monthly average for the last three months to £684 million (excluding United States military aircraft), against £665 million for the previous three months. About a third of the difference was due to higher prices and the remainder to an increase in volume.

In August, imports were £16 million less than in July, largely reflecting a fall of £18 million in imports of the food, beverages and tobacco category, which varies erratically. These imports were well below their seasonally adjusted levels for recent months. There was also a marked decrease in imports of silver, also an erratic series, but small increases in imports of chemicals and finished manufactures.

Between the two three-monthly periods March-May and June-August, imports of food, beverages and tobacco were a little

IMPORTS c.i.f. Excluding US military aircraft, etc.

Seasonally adjusted (£m. per month)

	Month	Three-month average
1968		
December	651	657
1969		
January	648	650
February	655	651
March	665	657
April	673	665
May	658	665
June	699	676
July	685	680
August	669	684

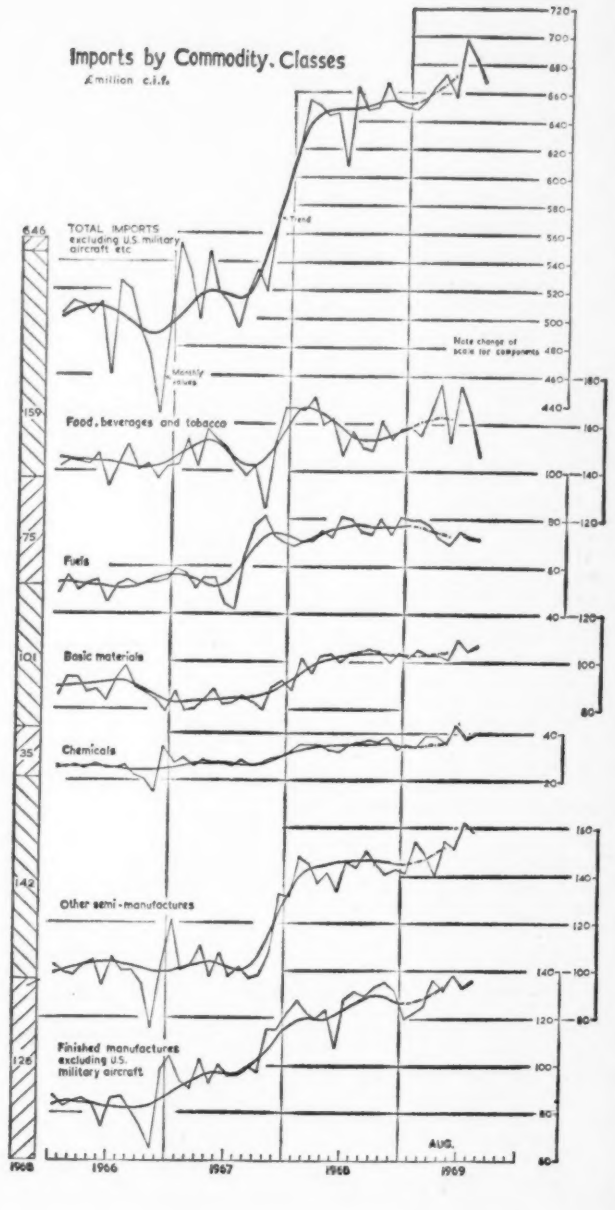


Table 4. Imports: commodity classes

Seasonally adjusted

£ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968	658	646	159	75	278	101	35	142	138	126	9
2nd quarter	642	633	157	77	272	102	33	137	125	117	10
3rd quarter	666	654	152	76	286	104	36	147	141	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7
1969 1st quarter	674	657	160	79	287	103	36	148	140	123	7
2nd quarter	698	676	168	73	291	103	39	148	158	136	7
June	717	699	176	75	304	109	43	152	156	138	8
July	707	685	165	73	305	105	38	162	155	133	7
August p	687	669	147	72	305	107	40	159	154	136	7
March-May	685	665	165	73	288	102	38	148	151	131	7
June-August p	703	684	163	73	305	107	40	158	155	136	7

lower and fuel imports were unchanged, but other broad groups of imports increased. There was a rise of £17 million a month in imports of industrial materials, with higher commodity and metal prices playing some part in the increases of about 5 per cent in value of both basic materials and semi-manufactures. Imports of finished manufactures increased by £5 million a month, mainly reflecting higher imports of machinery.

By area, there were higher imports from all main sources; arrivals from Western Europe and the 'rest of the world' group of countries accounting for three-quarters of the increase.

As announced by HM Customs, gross receipts of import deposits in August were £86 million. Total repayments were £92 million.

Other factors in the trade balance

The total credit from adjustments made to the trade account figures in order to derive the visible trade balance (see Note (a)) was £55 million in August compared with the revised July figure of £52 million. The figure for ships built and delivered abroad was somewhat below that for recent months.

Visible trade balance

The visible trade balance in August was £40 million in surplus seasonally adjusted and excluding United States military aircraft. This marked improvement from the deficits in previous months mainly reflected the big rise in exports. It brings the average deficit for the latest three months down to £7 million compared with £43 million in the previous three months.

No credit has been taken for the net under-recording of exports either in the foregoing calculations of the visible trade balance or in the figures shown in the tables. As explained in the article on United Kingdom trade in May and a special article on under-recording of exports in the *Board of Trade Journal* of September 10, 1969, the export figures have been affected to a significant extent by the fact that some documents have not been lodged with HM Customs by exporters and agents. See also Note (d).

VISIBLE TRADE BALANCE

Seasonally adjusted (£m. a month)

	Month	Three-month average
1968		
December	–47	–44
1969		
January	–13	–26
February	–65	–42
March	–53	–45
April	–59	–60
May	–14	–43
June	–24	–32
July	–37	–25
August	+40	– 7

There is evidence that there has been some improvement in the recording of current exports in August apart from inclusion of some documents for earlier trade, already referred to in this article. Provisionally, net under-recording for exports has been estimated at £8 million for August. Taking this into account, the visible trade balance in June to August becomes a small surplus of £2 million a month.

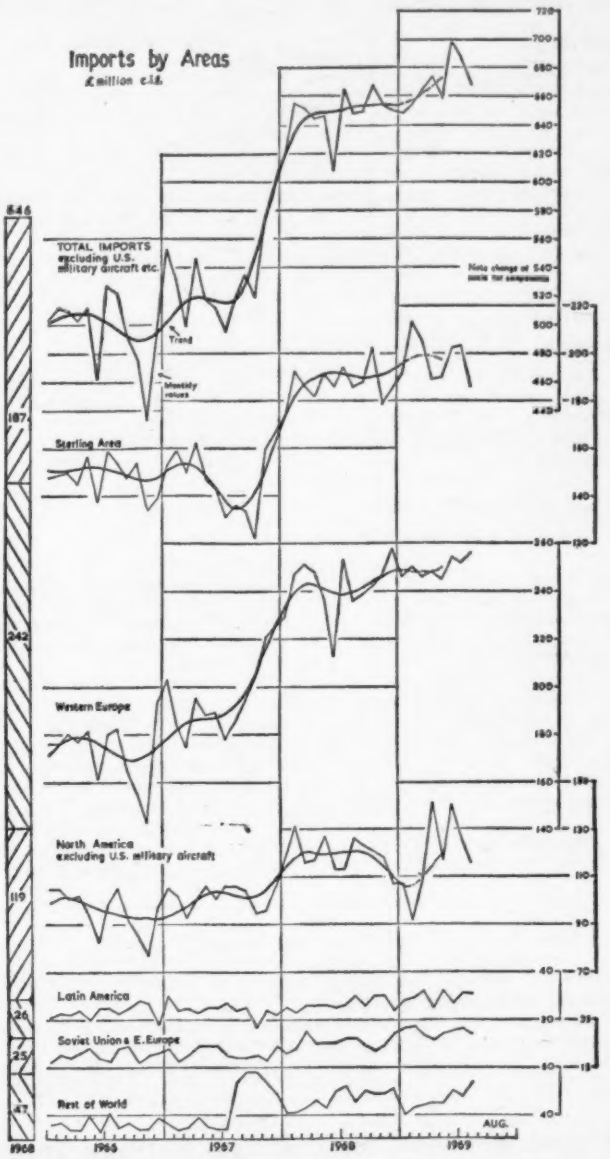


Table 5. Imports: areas†

Seasonally adjusted

£ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1968	658	646	187	242	131	119	26	25	47
2nd quarter	642	633	186	233	127	119	26	25	46
3rd quarter	666	654	189	242	133	121	27	26	49
4th quarter	678	657	189	249	137	116	28	25	50
1969 1st quarter	674	657	204	248	120	103	30	30	42
2nd quarter	698	676	194	249	154	132	28	27	47
June	717	699	202	254	158	140	27	30	50
July	707	685	203	252	148	126	31	31	48
August p	687	669	186	256	134	116	31	29	54
March-May	685	665	195	246	143	123	29	28	45
June-August p	703	684	197	254	146	126	30	30	51

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

Current account

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. The surplus on invisibles has risen substantially over the last few years but there are considerable variations from one period to another. For the first half of this year it averaged £50 million a month, and in the year to June 1969 it averaged a little over £40 million a month.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £9 million a month in 1968, £11 million a month in the first quarter of this year and £5 million in the second quarter. They have been made largely out of corresponding loans from the Export Import Bank which are included as a credit in the capital account of the balance of payments.

NOTES

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on September 26†, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‡ for October 1969, due to be published on or about October 27.

2. **(a) Visible trade balance**

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading.

In order to derive the figures for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Accounts of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Accounts (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which are in the Accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(b) Purchases of US military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown iu the quarterly balance of payments statistics published in *Economic Trends*.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly averages gives a quite good short-term guide and has the merit of simplicity.

(d) Under-recording of exports

As explained in the article on under-recording of exports in the *Board of Trade Journal* of September 10, 1969, action is being taken by HM Customs to improve the documentation. Estimates for the net under-recording have been made for past and current months but no direct measures of these allowances will be possible until the results of the first checks on documentation by HM Customs are available. In order to avoid double counting, estimates of net under-recording may need some minor revision when fuller information is available of the receipt and inclusion in the monthly export figures of belated documents for past exports, which would have contributed to the net under-recording earlier.

† Accounts relating to the overseas trade of the United Kingdom, August 1969, HMSO price 30s., by post 32s.
‡ Report on overseas trade, published by HMSO price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

GENERAL ASSESSMENT, *continued from page* 813

being lodged more promptly as a result of action by HM Customs and Excise to improve recording.

During the last three months exports have averaged £600 million a month, a rate 9 per cent higher than the March-May rate of £551 million; even after allowing for the special influences on the August figure, the upward trend is clearly strong.

Imports in August were £669 million, excluding US military aircraft. The average in the three months June-August was £684 million compared with £665 million in March-May, an increase of 3 per cent.

*Rebased on 1963 and incorporating new indicators—see the article in *Economic Trends* for August 1969

Registrations of British and Foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, September 19, 1969. Br/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
A Nice Girl Like Me	Br/E 34392	91	September 15	Avco Embassy Pictures (UK) Ltd.	Avco Embassy Pictures (UK) Ltd.
Blades and Brass	Br/E 34393	10	September 15	British Lion Films Ltd.	National Film Board of Canada
Battle of Britain	Br/E 34399	131	September 16	United Artists Corp. Ltd.	Spitfire Productions Ltd.
Movietone News 2102	Br/E 34303	7	September 19	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2102A	Br/E 34304	7	September 19	" " "	" "
Pathe News 69-75	Br/E 34355	8	September 19	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
Pathe News 69-76	Br/E 34356	7	September 19	" " "	" "
				FOREIGN	
L'Astragale	F 34394	102	September 15	Columbia Pictures Corporation Ltd.	Les Films de la Pleiade, Paris 8, and CCC Filmkunst GmbH, Berlin 20.
Top Secret	F 34395	91	September 15	Ranworth Films Services Ltd.	Filmes Cinematografica, Rome, and Producciones Cinematograficas Tulio Demicheli, Madrid.
Apollo 10	F 34396	10	September 16	Columbia Pictures Corporation Ltd.	United States Information Service
The Golden Gate	F 34397	11	September 16	" " "	" " "
Airport	F 34398	11	September 16	" " "	" " "
Whatever Happened to Aunt Alice?	F 34400	101	September 18	Cinerama International Releasing Organization	Palomar Pictures International.

NOTE:
The registration of the film 'Space Pet' (F 34126) details of which appeared in the *Board of Trade Journal* of May 14, 1969, has been cancelled. This film was originally registered on September 21, 1965, with the number F 30692.

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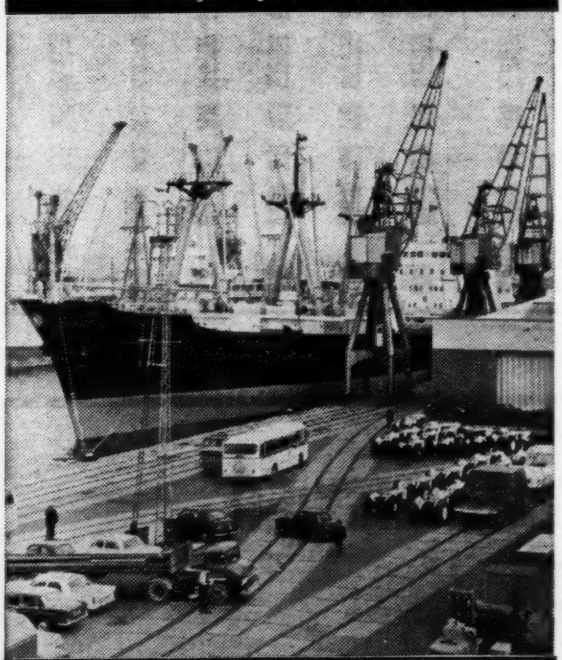

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Index of industrial production for July 1969

THE PROVISIONAL INDEX of production for July 1969, prepared by the Central Statistical Office, is 124 (seasonally adjusted), the same as for June. For manufacturing industry alone the figure is 126, the same as for June. As announced in the August issue of *Economic Trends*, the index is now on the base 1963 = 100.

For the three months May to June, 1969, it is provisionally estimated that production as a whole was 0·9 per cent higher than in the preceding three months, February to April 1969; for manufacturing industries alone the increase was 1·2 per cent.

The response to the Ministry of Technology's monthly engineering inquiry in July was very low and has not provided a good enough sample to justify the publication of separate estimates for this industry. They do not, therefore, appear in the table below. Every effort is being made to secure more prompt returns. In order to provide continuity for the all-industries and manufacturing index numbers, the CSO and the Ministry of Technology have made from the inquiry results and other evidence the best estimate possible. This has been used in the preparation of the provisional aggregates and these will be revised in the normal way as the regular quarterly figures become available.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1964	108·4	100	108·9	102	100	106	109	110	109	109	108	111	97	108	114
1965	111·8	96	112·5	105	103	109	115	117	113	115	120	110	95	114	117
1966	113·2	90	114·2	109	107	112	122	123	116	123	122	120	93	112	110
1967	113·8	89	114·0	111	108	115	116	130	115	123	123	127	90	106	105
1968	119·7	85	121·2	115	111	122	126	140	122	126	135	137	87	117	113
1967 1st quarter	112	90	112	110	107	115	124	128	113	124	119	121	92	105	102
2nd quarter	113	90	113	110	108	114	116	129	115	123	121	127	91	108	103
3rd quarter	114	88	114	112	109	116	109	131	115	123	126	128	90	102	106
4th quarter	116	88	116	111	109	115	116	134	117	122	127	131	87	111	109
1968 1st quarter	118	87	118	114	111	120	116	136	118	122	135	134	87	110	111
2nd quarter	119	85	121	112	109	118	126	138	122	126	132	143	88	112	114
3rd quarter	120	84	122	116	111	124	133	141	123	126	137	136	87	121	114
4th quarter	122	84	124	117	113	124	131	145	125	131	135	135	85	124	115
1969 1st quarter	122	81	124	115	114	117	140	145	125	129	136	143	85	113	121
2nd quarter	123	79	126	117	114	124	136	149	128	138	136	142	86	117	121
1969 February	122	79	124	114	114	115	145	143	127	132	131	145	85	115	122
March	122	80	125	115	114	116	138	142	125	132	141	146	86	105	123
April	123	79	126	119	115	127	141	150	127	136	135	142	85	114	122
May	123	79	126	118	113	126	133	149	128	137	140	142	86	118	121
June	124	81	126	115	112	120	135	146	129	140	132	142	86	118	120
July p	124	80	126	118	114	125		153					85	127	119
February-April (av.)	122	79	125	116	114	119	140*	145	125*	129*	136*	143*	85	112	122
May-July (av.) p	123	80	126	117	113	124	136*	149	128*	138*	136*	142*	86	121	120

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Chichester House
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Belfast

INDUSTRIAL PRODUCTION, *continued*

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1964	113	114	111	105	106	103	104	115	119	109	114	109	112	111	105
1965	118	120	113	108	108	104	107	117	121	110	113	111	117	114	112
1966	111	112	108	107	108	102	106	116	118	112	110	114	120	115	117
1967	105	105	104	103	105	90	101	120	124	112	111	114	123	120	121
1968	111	111	108	113	119	93	104	127	130	122	120	118	135	122	128
1967 1st quarter	105	107	100	103	104	91	103	117	120	112	107	110	119	118	118
2nd quarter	105	105	103	101	103	91	100	120	124	113	110	113	120	119	122
3rd quarter	103	102	106	102	104	90	102	121	126	113	114	115	124	121	119
4th quarter	106	106	105	107	110	90	102	122	128	112	115	119	128	120	125
1968 1st quarter	106	107	104	110	114	91	104	126	130	119	121	118	130	121	130
2nd quarter	109	110	108	112	118	94	103	127	130	122	125	117	133	123	125
3rd quarter	112	112	110	114	120	94	104	126	129	120	115	118	137	122	128
4th quarter	115	115	112	116	123	95	104	130	132	127	120	120	140	123	129
1969 1st quarter	114	115	112	115	122	97	104	129	128	132	113	122	137	115	142
2nd quarter	117	117	114	118	126	95	103	128	127	130	106	122	147	121	133
1969 February	114	114	115	116	123	98	104	128	126	130	109	121	137		147
March	115	116	113	113	119	94	103	131	129	134	114	123	138		149
April	112	112	114	117	126	94	102	129	128	131	106	121	150		133
May	119	120	115	117	126	93	101	129	127	131	106	120	147		130
June	119	120	114	119	127	99	107	126	126	127	106	126	145		135
July p	114	114		116	124	95	104	129	131	125	110	123			132
February-April (av.)	114	114	112*	115	123	95	103	129	128	132	110	122	137*	115*	143
May-July (av.) p	117	118	114*	118	126	96	104	128	128	128	107	123	147*	121*	132

*Latest available 3 months (April-June) and previous 3 months (January-March).

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for July 1969 prepared by the Ministry of Commerce is 122 (1963=100). This is 22 points lower than the index for June 1969 and 2 points higher than for July 1968.

The index numbers for the main industrial groups with the increase or decrease on July 1968 shown in brackets were: textiles 148 (+7 points); clothing 105 (+7); engineering and metals 90 (+1); food, drink and tobacco 113 (+1); timber and furniture 127 (−3); mineral products 107 (+14); other manufacturing industries 172 (+4); gas, electricity and water 114 (+6).

Index of retail prices, August 1969

AT AUGUST 19, 1969 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 131.8 compared with 132.1 at July 22. The fall in the index during the month was due mainly to the temporary reduction in the price of milk and reductions, largely seasonal, in the prices of tomatoes, fresh vegetables and fresh fruit.

Retail sales in July: correction

THE SECOND sentence of the Technical Note in the article on Retail Sales in July published in last week's JOURNAL, page 764, should read: 'Some retailers provide sales figures for these periods but some provide figures for four week or other periods which are adjusted to the standard periods.'

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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Financial league tables for clothing industry 1967–1968

FOR THE third year in succession, the Clothing Economic Development Committee has published comprehensive financial tables on the clothing industry, covering the year 1967-1968. In a foreword to the publication, Mr. Robert Appleby, Chairman of the EDC and Chairman of Black and Decker Ltd., points out that the total profits of companies in the league table are declining.

After the peak years of 1965-1966 and 1966-1967, profits are now back to the levels of three and four years ago – yet the total assets employed have remained at a high level. During this period, the profits of manufacturing industries generally continued to rise and this means that the industry's performance as a whole is declining. 'This is a matter of concern to the whole industry and, if difficult trading conditions are to continue, the companies most capable of combating them will be those whose own profitability outpaces the trend shown by the industry as a whole,' states Mr. Appleby.

The league tables reflect past performances, but a new Clothing EDC publication, to appear later this year, will look into the future. This survey will study the future market for the whole of the clothing industry.

Copies of Financial League Tables for the Clothing Industry are available, free of charge, from the National Economic Development Office.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in July was about the same as in July 1968, as measured by the 1963 based index of production.

Statistics issued by the Textile Council show that in the seven months January-July the amount of cloth woven was 1 per cent more than in the corresponding period of 1968. Production of single yarn was 1 per cent less and the amount of yarn doubled was 3 per cent more.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964α	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1968 July*	6·0	2·2	1·8	2·1	1·7	9·4	7·9
August	7·5	3·0	2·1	2·2	2·2	14·8	10·8
September	6·4	2·8	1·9	2·0	2·5	13·5	10·0
October*	7·8	3·3	2·3	2·3	2·5	15·2	11·5
November	7·9	3·4	2·3	2·3	2·9	15·4	11·7
December	6·7	2·9	1·9	2·1	2·4	12·7	9·9
1969 January*	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·5	3·2	14·7	11·8
March	7·7	3·0	2·1	2·7	3·1	14·9	12·1
April*	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6
June	6·6	3·0	1·9	2·4	2·8	15·0	11·8
July*	5·3	2·3	1·6	2·1	2·2	9·3	8·2

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in July was 3 per cent less than in July 1968, as measured by the 1963 based index of production.

Statistics issued by the Wool Industry Bureau of Statistics show that in the seven months January-July deliveries of woven fabrics (excluding blankets) were 2 per cent less than in the same period of 1968; deliveries of worsted yarn (excluding semi-worsted yarn) were 1 per cent less than a year ago.

Production of wool and hair tops was 4 per cent less and of man-made fibre tops 23 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.				Million sq. yds.			
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
1968 July	31·3	18·8	6·8	23·5	17·9	14·1	10·9	1·9
Aug.	24.1	11·7	5·2	22·5	14·9	12·9	8·1	2·5
Sept.	32·1	17·7	7·4	26·1	18·4	13·4	11·0	3·1
Oct.	35·8	18·6	8·3	30·3	21·3	15·8	12·6	3·5
Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2
Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5
Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7
June	34·9	18·3	7·5	28·7	19·4	14·3	11·1	2·3
July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In July deliveries of semi-worsted yarn were 1·1 million lb.

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WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Textile and clothing industries orders and deliveries

IN THE three months ending July net new orders received by the textile and clothing industries were 2 per cent less than in the previous three months. They were exceeded by deliveries which were 2 per cent more and order books at the end of July were 1 per cent less than at the end of April.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries†

Index numbers of the volume of total orders and deliveries (§)

		Orders-on-hand (end period)		Net new orders		Deliveries	
		April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960		136		103		103	
1961		104		91		99	
1962		100		92		93	
1963		117		100		95	
1964		124		99		98	
1965		121		98		99	
1966		105		92		97	
1967		114		93		91	
1968		129		99		96	
		Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967	1st quarter	104	104	89	90	90	91
	2nd quarter	107	104	93	88	90	89
	3rd quarter	100	105	81	94	88	91
	4th quarter	114	114	109	100	96	93
1968	1st quarter	117	117	99	97	96	94
	2nd quarter	129	125	106	104	95	97
	3rd quarter	122	129	85	100	92	96
	4th quarter	129	129	107	97	100	96
1969	1st quarter	133	134	103	101	99	97
	2nd quarter p	133	131	102	100	100	102
1968	May	128	124	115	106	97	94
	June	129	125	100	104	97	103
	July	124	124	71	86	85	92
	August	123	126	86	106	90	96
	September	122	129	99	106	100	98
	October	123	127	108	90	106	95
	November	129	126	125	102	108	99
	December	129	129	88	99	87	95
1969	January	130	130	94	99	91	95
	February	133	133	110	105	103	98
	March	133	134	104	98	102	97
	April p	135	134	101	101	96	100
	May p	136	131	103	99	100	102
	June p	135	131	102	101	104	105
	July p	133	132	80	97	87	95

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average 1958) prices.

Retailers' stocks in July

THE VALUE of stocks held by retailers at the end of July were 10 per cent higher than in the corresponding month of 1968; in volume terms the increase over the same period was 5 per cent.

For both value and volume this is the same increase, on a year earlier, as that recorded in the previous month and is in line with the average increase shown over the first six months of the year.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166	170	168	162					
1968	*2*	*2*	*5*	*5*	*6*	*6*	*8*	*8*	*9*	*10*	*11*	*13*
1969	*11*	*12*	*11*	*10*	*9*	*10*	*10*					
At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134	138	135	130					
1968	*1*	*1*	*4*	*2*	*3*	*2*	*4*	*4*	*5*	*5*	*6*	*8*
1969	*5*	*6*	*5*	*5*	*4*	*5*	*5*					

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

The British Menswear Guild were hosts recently to the Menswear Group of South Africa during their tour of Europe. In the picture are (left to right): Mr. W. J. Heygate, deputy director general of the BNEC; Mr. D. P. Rose of Bonsoir (deputy chairman of BMG); Mr. K. G. Bosomworth, divisional manager of Harvey Greenacre Limited, Durban, and Mr. Myron Ackerman of Chester Barrie, chairman of the British Menswear Guild.

Mr. Roland Hobbs (right), senior architectural assistant in Wiggins Teape's Project Engineering Division, shows Mr. Richard Copp, director and general manager of Wiggins Teape (Stationery) Limited, a model of the company's new £1 million stationery factory to be built at Dyce, near Aberdeen. It will employ 750 people eventually, and the first turf was formally cut by the Convener of Aberdeenshire County Council on September 4.

Trends in private pension funds investment

DURING THE second quarter of 1969, total net investment by private pension funds was £76 million. This was an increase of 13·6 per cent on total net investment during the previous quarter, which is usually lower than in the second quarter, but only 3·6 per cent more than in the second quarter of 1968.

The rate of disinvestment in British government securities was at £1 million, lower than during the previous two quarters when £33 million was withdrawn. Since the beginning of 1968, there has been a net disinvestment of £39 million in British government securities.

The decline in investment in United Kingdom local authority securities evident since the second quarter of 1968 continues, and there was a net disinvestment of £2·8 million during the second quarter of 1969.

Investment in company securities was at £48 million, 19·9 per cent lower than in the first quarter of 1969 and 4·1 per cent higher than a year ago. Investment in ordinary shares was mainly responsible for the decrease and the investment of £20 million was the lowest since the fourth quarter of 1966. Equity prices continued to fall over the quarter. Investment in debentures was at its highest level since the fourth quarter of 1966 with £26 million of new investment.

Other investments showed the highest net investment, £38 million, since this series started in 1963 and was 45 per cent higher than in the first quarter of 1969.

There was a net fall of £6·6 million in cash in hand and other short term assets mainly due to a decrease in the amount held as local authority bills and temporary money. Cash balance rose by £82·million and there was a rise in short term liabilities of £6·3 million.

Notes:

The statistics relating to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative socieities (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. The coverage of the inquiry was revised at the beginning of 1967. For a further description of these statistics see *Board of Trade Journal*, July 7, 1967.

Net investment in assets by private pension funds (†)

£ million

	Net Investment									Transactions 2nd quarter 1969 (‡)		
					1968				1969			
	1966	1966‡	1967‡	1968‡	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter‡	Assets acquired	Assets realised	Net Investment
British government and government guaranteed securities:												
Period to maturity												
Up to 5 years	- 9·2	- 9·9	-14·7	-36·4	- 6·5	-1·2	-26·5	-2·1	-17·3	20·4	19·1	1·3
Over 5 and up to 10 years	-40·0	-38·9	7·7	- 7·7	- 1·2	1·1	- 5·5	-2·1	- 3·0	5·7	6·1	- 0·4
Over 10 and up to 15 years	-34·4	-32·8	-16·1	- 7·9	- 1·5	-0·9	- 5·2	-0·3	1·1	5·1	5·1	—
Over 15 years	105·4	100·3	56·5	36·9	- 7·1	8·9	40·7	-5·5	- 7·6	30·7	40·2	- 9·5
Undated	6·7	6·8	- 2·7	3·3	0·2	-0·4	0·1	3·5	0·4	9·3	1·6	7·6
Total	28·5	25·5	30·6	-11·7	-16·1	7·4	3·6	-6·6	-26·4	71·2	72·1	- 1·0
United Kingdom local authority securities:												
Quoted:												
Period to maturity:												
Up to 10 years	- 2·1	- 1·6	-10·6	3·4	0·4	3·2	- 0·9	0·6	- 2·2	2·2	2·2	—
Over 10 and up to 15 years	4·3	4·3	0·1	4·0	- 0·1	0·1	4·2	-0·3	- 1·6	0·5	0·5	—
Over 15 years and undated	0·2	0·4	7·0	- 1·8	- 1·3	-0·2	0·1	-0·4	—	3·0	2·9	0·1
Unquoted	- 1·9	- 1·6	1·9	- 2·2	0·4	-0·3	- 1·9	-0·3	1·5	2·0	4·9	- 2·9
Total	0·4	1·5	- 1·6	3·4	- 0·5	2·8	1·6	-0·5	- 2·3	7·8	10·5	- 2·8
Total of public sector securities	28·8	26·7	29·0	- 8·3	-16·7	10·2	5·2	-7·1	-28·7	79·0	82·6	- 3·7
Company securities:												
Ordinary shares	124·4	109·3	122·0	167·0	45·9	40·1	46·6	34·3	30·0	87·1	66·7	20·4
Preference shares	- 3·0	- 2·9	- 2·8	-11·5	- 3·2	-1·1	- 1·6	-5·5	1·8	1·6	0·6	0·9
Debentures, etc.	106·6	99·8	59·3	32·7	3·6	6·7	11·0	11·5	25·4	41·7	15·3	26·3
Total	228·0	206·2	178·5	188·2	46·3	45·7	56·0	40·3	57·1	130·3	82·7	47·6
Other investments:												
Mortgages and loans	3·5	3·0	0·8	- 0·6	- 2·7	1·1	1·3	-0·2	1·7	2·4	1·8	0·6
Overseas, government, etc., securities	- 4·5	- 3·9	3·7	- 0·3	0·6	-0·4	- 0·7	0·2	0·3	1·8	1·4	0·4
Property Unit Trust Units	—	—	—	25·6	5·4	6·1	7·1	6·6	5·6	6·2	—	6·2
Other	26·1	26·3	51·5	63·1	15·2	6·0	12·3	29·8	18·6	31·3	0·3	31·0
Total	25·0	25·5	56·0	87·7	18·5	12·8	20·0	36·4	26·2	41·7	3·5	38·2
Total of investments	282·1	258·7	263·4	267·7	48·2	68·6	81·1	69·7	54·6	251·1	168·8	82·3
										Balances		
										Mar. 31, 1969	June 30, 1969	
Cash and other short-term assets:												
Cash in hand and with UK banks	13·9	13·5	- 7·8	1·1	- 5·0	0·5	1·8	3·8	0·5	47·5	55·7	8·2
UK local authority bills and temporary money	- 7·3	- 6·6	0·1	11·5	19·6	2·0	- 5·4	-4·7	15·8	42·0	31·5	-10·5
Other short-term assets	3·2	1·0	2·0	16·0	2·5	-0·2	- 0·1	13·9	- 2·9	29·5	31·7	2·2
Short-term liabilities	0·2	0·4	- 1·3	-13·6	- 1·3	2·3	-12·7	-1·9	- 1·3	25·1	31·4	- 6·3
Total	10·0	8·3	- 7·0	15·0	15·8	4·6	-16·5	11·1	12·1	94·1	87·5	- 6·6
Total net investments	292·1	267·1	256·4	282·7	64·0	73·2	64·6	80·8	66·7			75·8

† Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
‡ On revised basis – see *Board of Trade Journal* July 7, 1967, page 42.

Exhibitions and Fairs

British Week Tokyo opens on Friday

BRITISH WEEK TOKYO will be opened on Friday, September 26, by Her Royal Highness Princess Margaret, who will be accompanied to Tokyo by Lord Snowdon. A full report will appear in the *Board of Trade Journal* of October 8.

The British Week, which is jointly organized by the Board of Trade and the British National Export Council, will be the biggest event of its kind ever staged abroad by the United Kingdom. It has three main objectives: to cement goodwill between Britain and Japan; to make British business more acutely aware of the opportunities in this fast growing market; and to give an immediate and vital boost to British exports. In London an all-out drive has been made by the Board of Trade and the BNEC to generate interest in the Japanese market. As a result there has been an unprecedented flow of visitors. Over 30 British trade missions have visited Tokyo in the past year and it is expected that nearly 1,800 British firms will be taking part in the Week itself. The commercial operation is being backed up by a massive array of supporting events which will set the scene and catch the interest of the buying public. Exhibitions in connection with the Week have been arranged by 14 of Tokyo's department stores.

British group's success at Cologne Hardware Fair

By H. Mock, British Embassy, Bonn

THE PRESENT uncertainty in the Federal German economy resulting from the unofficial strikes in the German metal- and coal-mining industries together with the recent increase in bank rates was reflected in trading activity during the International Autumn Hardware and Household Goods Fair held in Cologne from September 12 to 14.

A total of 1,256 exhibitors, of whom 239 were firms from 27 foreign countries, showed their products on a net stand area of 45,498 sq. metres. The emphasis at this fair was on household articles, horticultural equipment and hand tools, especially do-it-yourself tools. The German manufacturers of large domestic electrical appliances had once again decided not to participate in the autumn event, but to show at the spring fair.

27,740 buyers, of whom 5,280 were foreign buyers from 59 countries, visited the fair. This represents a slight decrease on the 1968 autumn event.

A spokesman for Federal German manufacturers stated at the end of the fair that his expectations of a quiet fair had been confirmed. This statement was confirmed by a spokesman for the retail trade, who said that the present trade 'boom' in the Federal Republic was not being reflected in the hardware and household goods sector.

German buyers placed their orders with caution and discussions on prices and deliveries were of major interest. With the exception of hand tools, for which delivery dates vary between two and four months, and for high quality tools with up to six months delivery, orders can be met promptly. A general price increase in the hardware sector of between 5 and 10 per cent is expected for deliveries after Christmas.

The best sales results at the fair were recorded in the horticultural equipment, do-it-yourself and plastic household goods sectors.

In view of the general caution with which orders were placed, it is quite remarkable that British manufacturers on the three joint venture stands sponsored by the Board of Trade in conjunction with the British Artmetal Manufacturers' Export Group, the British Electrical and Allied Manufacturers' Association, and the Federation of British Horticultural Exporters were among the more successful firms showing at this event. The approximate total value of firm orders received on the joint stands by the 23 United Kingdom firms amounted to £135,000; the Bamex Group expect that as a result of their participation, export orders will be trebled over the 1968 level.

The four members of the BEAMA stand received numerous inquiries and established new contacts.

Mr. S. L. Edwards, Minister (Economic) at the British Embassy in Bonn, was most impressed with the performance of the 14 firms on the stand of the British Horticultural Exporters, who had their most successful fair. A lively interest was shown in the whole range of products and individual exhibitors were able to book export orders ranging between £5,000 and £40,000, with more follow-up orders to be expected.

Lord Brown to visit 2nd Asian International Trade Fair

LORD BROWN, Minister of State, Board of Trade, is to visit the 2nd Asian International Trade Fair, Tehran, for four days from October 4 to 8. British Day will be staged on Tuesday, October 7 at this major international event which runs from October 5 to 24.

Organized by the Government of Iran, this important promotion will be one of the largest trade fairs in the world covering as it does an area of 500,000 square metres. Representatives of 40 governments and 3,000 companies will be exhibiting at the fair which is expected to attract about two million visitors from as many as 50 countries.

The Board of Trade have organized a British Pavilion, a special triodetic structure of 35,000 square feet, which together with an outdoor exhibition site will provide a total display area of 70,000 square feet. The interior will consist of 55 shell stands representing more than 60 exhibitors concerned with a wide range of goods and services including vehicles, electronics, machine tools, switchgear, printing and agricultural equipment, chemicals and banking. A further nine firms will be exhibiting outside the Pavilion which will be illuminated at night, with the British Lion and Asian Trade Fair symbols featured at the entrance. Three-dimensional Union Jacks will complete the entrance display.

A number of commercial conferences will run concurrently with the fair and marketing seminars will also be held to explain to manufacturers and merchants from developing countries how products with good export possibilities can be sold in the main world markets. Importers and representatives of commercial organizations in the developed countries will be invited to discuss marketing procedures in their own countries. The United Nations Industrial Development Organization will also be providing an Industrial Promotions Service at the fair.

Iran has been one of Britain's most notable successes in the export field and the 2nd Asian Trade Fair presents a further excellent opportunity to promote Britain's range of capital and consumer goods on an international scale.

An article on the Fair was published in last week's *Board of Trade Journal*.

Mr. Colin Stone, 20-year-old managing director of Minster Water Gardens, who started production three years ago, commented: 'We are here for the first time and I am delighted with the very high volume of serious inquiries which we have received from both EFTA and EEC countries and which have made the fair a very worthwhile operation.'

Tudor Accessories, who were among the most successful British exhibitors, said that the first day alone made it worth their while coming to the exhibition. They received substantial orders from buyers in Austria, Italy, Finland and France. Their new range of sprayers attracted considerable attention from continental buyers.

Blakesley Reid Ltd. not only sold their grinding machines off their Cologne stand, but also received firm orders for 10 of their machines from Belgian and Dutch firms.

British exhibitors have been showing at Cologne for 10 years, and their participation is certainly paying dividends.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Business Efficiency Exhibition Olympia Sept 30 - Oct 8

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The Exhibition of the Business Equipment Trade Association.

BEE 69

Profit path for the Seventies

Cologne 'Orgatechnik' provides good contacts for United Kingdom firms

By H. Mock, British Embassy, Bonn

THE COLOGNE 'Orgatechnik' exhibition of office equipment which started in 1953 as a regional event is now of national importance and can count among its exhibitors the most important German manufacturers in the office equipment and services field. Although the exhibition cannot yet claim to be truly international, there were 15 direct foreign exhibitors and 30 foreign firms represented by their German agents/importers at this year's event. The exhibition, which covered a gross exhibition area of 36,000 sq. metres, occupied by a total of 239 direct and 126 additionally represented firms, attracted 26,450 visitors of whom 950 were foreigners, mainly from the EEC and EFTA countries.

The 'Orgatechnik' is designed to attract O and M experts rather than buyers and the prime object of manufacturers is to demonstrate their latest products to potential customers rather than to make on-the-spot sales. There was a marked tendency at this exhibition towards a higher degree of automation with considerable emphasis on developments in the electronics field.

The O and M experts from commerce, government and public authorities fully utilized the opportunity to study the latest technical developments and freely to consult exhibitors, who are confident that their discussions and demonstrations will result in good follow-up orders in the near future.

In view of the nature of this exhibition, price discussions were of minor importance, but spokesmen for the various branches of German industry stated that price increases in the near future are unavoidable. Increases ranging between 5 and 7 per cent are expected in the steel and wooden office furniture sector, and for larger office equipment between 5 and 12 per cent. Smaller price increases are likely in the data processing industry, but prices for repro-chemical products, printing machinery and copying equipment will probably remain fairly stable.

The United Kingdom was the only foreign country represented by a joint group of exhibitors. It was sponsored by the Board of Trade in conjunction with the Drawing Office Materials Manufacturers' and Dealers' Association. Products shown included drawing equipment and materials, chart paper, erasers, and magnetic recording tapes. The results of the British participation was – with one or two exceptions – generally successful, with the prime emphasis on contract work. Main interest in the British products was from German sources. One United Kingdom manufacturer of magnetic recording tapes for data processing made 40 useful contacts, *inter alia* German manufacturers using computers, which despite a fierce price competition are expected to result in export orders amounting to £30,000. A lively interest was shown in the drawing equipment and instruments shown by two United Kingdom manufacturers. One of these received a number of good inquiries and the other is negotiating annual contracts which are expected to amount to £50,000 in two years' time.

It is the general opinion that this exhibition will continue to grow in importance. The next 'Orgatechnik' will be held in Cologne in 1971.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders held and advice on exports, starting a new factory and similar problems. (Addresses in September 3 issue.)

Mr. Rodgers to visit international fairs at Milan and Basle

MR. WILLIAM RODGERS, Minister of State, Board of Trade, will visit the International Paper & Printing Exhibition and Congress (GEC) Milan, on October 7, and the International Nuclear Industries Fair (Nuclex '69) Basle, on October 8.

The Milan event, which runs from October 4 to 12, is an important international promotion for the printing industry at which the Board of Trade in conjunction with the British Printing Machinery Association will be presenting a Joint Venture group of 28 companies. A wide and very diverse range of specialised machinery and techniques will be on display at the exhibition which will attract about 800 exhibitors from Europe, the United States and Asia. There will be conferences on technical and economic aspects of the printing and paper industry with cultural and artistic events also included in the overall promotion.

Mr. Rodgers will also visit the International Nuclear Industries Fair (Nuclex '69) Basle, on Wednesday, October 8 – British Day at this specialized fair. The Board of Trade and the British Nuclear Forum (BNF) have organized a Joint Venture group of 21 companies for the event who will be displaying a range of equipment, components, raw materials and instruments related to the production of nuclear power. The United Kingdom Atomic Energy Authority (UKAEA) will also have a comprehensive display of equipment and together with the BNF will have information facilities at this important international fair which runs from October 6 to 11.

Mr. Rodgers will return to London on October 9.

Electronic equipment at WESCON

By J. S. Renwick, British Consulate-General (Commercial Department), San Francisco

THE 1969 WESCON (Western Electronic Show and Convention), sponsored by the Western Electronic Manufacturers' Association and Los Angeles Council and San Francisco Section, Institute of Electrical and Electronics Engineers, was held in the Cow Palace, San Francisco, from August 19-22.

More than 600 exhibitor companies, including firms from the United Kingdom, the Federal Republic of Germany, Canada, Japan and Puerto Rico, showed the latest developments in electronics in over a quarter of a million square feet of floor space in the Cow Palace Arena, North, South and East Exhibit Halls.

Technical sessions

In addition, there were presentations of some 150 technical papers on subjects ranging from new products to marketing techniques. These were delivered during a technical programme comprising 23 sessions. A science film theatre at the Cow Palace offered continuous daily screenings of scientific and technical motion pictures.

Twenty-three British exhibitors took part in WESCON in a joint venture arranged by the Electronic Engineering Association with the Board of Trade.

The British exhibitors, without exception, considered their participation to be well worthwhile, and were particularly pleased with the interest shown in their equipment and with the number of inquiries received, all of which will be progressed after the representatives return to the United Kingdom, or will be dealt with by their United States agents. British Physical Laboratories Ltd., Jermyn Industries Ltd., Hellermann Electric Ltd. and Avo Ltd. reported that they received at least 150 serious inquiries daily.

Successful business transactions were reported by Avo Ltd., Wayne Kerr Ltd., J. J. Lloyd Instruments and Electrocraft. Wayne Kerr, in fact, sold equipment off the stand to the value of some $4,000, and Electrocraft anticipate a firm order for 2,000 monitors at £330 each. J. J. Lloyd Instruments received an order, to be confirmed, for a loading resistor at $1,400, and Avo a serious inquiry for an EA 113 Avometer.

£30,000 order

The major success story, however, appears to be that of Green Electronic and Communication Equipment Ltd. According to Mr. Clive Green, who was in daily attendance, his company will receive an order by the end of the year for 100 TG-2400 transmitter output analyzers with a sales value of some £30,000; he anticipates that within 12 months he will have sold a quantity worth more than £300,000.

The British Commercial Services Information Stand was well situated in the centre of one group of British exhibitors, with others opposite, and itself received and answered at least 100 questions daily, as well as receiving a large number of firm inquiries dealing with sources of supply and requests from local companies wishing to represent British firms.

The information stand was manned by the Senior Commercial Officer from the British Consulate-General, San Francisco, assisted by a Commercial Officer from Philadelphia, and by Mr. Ronald Ely, the information officer from the Electronic Engineering Association, London, and by Mr. Patrick Fleming, the engineering secretary from the Electronic Components Board, London.

The trade attendance exceeded 46,000, surpassing that of 1967 when the exposition was previously in San Francisco.

Joint venture success at Turin Fashion Trade Fair

By P. J. Wilson, Vice-Consul (Commercial), British Consulate, Turin

THE 29th Turin International Fashion Trade Fair (SAMIA) ended on the evening of September 8 after having achieved resounding success.

During the four intensive days of the fair, which presented the Spring/Summer 1970 collection, all attendance records were shattered and the amount of business done is reported to have been well over all expectations.

It was thus a most fitting occasion for a group of eight British firms to be among the 58 foreign exhibitors showing on their own stands. 'The Latest from London' was the British motto, and under the joint sponsorship of the Board of Trade and the Clothing Export Council the eight representatives of British ready-to-wear fashion certainly proved that in price and style typical British garments can claim their share of the competitive Italian market.

One British stand was rated as being one of the most popular in the whole fair. In fact, Cordoba Ltd. of London was thronged for the whole duration of the fair by large crowds of Italian and foreign buyers, all eager to place orders for the 'with-it' ladies' and men's suede and leather coats and trousers. Amongst other British garments greatly admired by buyers were Scottish kilts, elegant mink furs and young modern cocktail dresses.

The Clothing Export Council had its own information stand and received numerous inquiries from Italian trade representatives.

On the whole the British exhibitors were enthusiastic about the outcome of the fair, the number of orders booked, and, above all, the contacts established. The unanimous feeling was that a greater British participation in the next SAMIA was needed to build up this first great success of the Anglo-Saxon fashion trade at the Turin Fair.

On the successful Cordoba stand at the Turin International Fashion Trade Fair, HM Consul Mr. L. J. P. J. Craig talks to Cordoba director Mrs. H. Lehr and male model.

'Design '69 from Twenty-Two Countries'

A CHINESE TYPEWRITER, a Canadian snow vehicle, Maori patterned rugs and a Norwegian rescue raft are among the 80 products featured in an exhibition which opened at the Design Centre on September 10 and will continue until October 18. 'Design '69 from Twenty-Two Countries' is the first international design exhibition to be held at the London Design Centre. The design organization of each participating country was asked to nominate a person to select products representing examples of contemporary design in the selector's own country. Exhibits include consumer goods and capital equipment and are shown together with the selector's comments.

Among the capital goods on display is a chain mesh type protector from the Federal Republic of Germany. Compiled from multiples of two basic shaped links these can be fitted to the wheels of vehicles to grip difficult surfaces and to protect the tyres. The Chinese typewriter, which has interchangeable characters on a flat bed, demonstrates a clear solution to the problem of reproducing a written language with a basic vocabulary of 3,000 characters. An exciting new feature in the Canadian section is the 'Skidoo' – a motorized snow vehicle, like a large motor scooter on skiis which has freed snow-bound villages from winter isolation and 'provided Canada with a vigorous industry'. Of the five British products on display, four are Design Award winners including the 'Morric' range of door furniture, a sophisticated and flexible range of standard components.

Several country's exhibits represented craft-based industries, among these are a set of heavy, luxurious drinking glasses from Argentina and a display of modern gold jewellery from South Africa with designs inspired by native carving. A complete contrast to previous design is the push-button telephone on the United States display, which replaces the conventional dialling system, and, in a lighter vein, the Italian section displays a photograph of the undulating forms of interlocking foam seating.

A number of coloured slides, submitted by each country showing additional products, is continually projected as part of the exhibition. Other countries exhibiting are Australia, Austria, Belgium, Bulgaria, Czechoslovakia, Denmark, East Germany, Finland, France, Japan, New Zealand, Norway, Spain and Yugoslavia.

'Design '69 from Twenty-Two Countries' has been organized as a supporting event for the sixth General Assembly and Congress of the International Council of Societies of Industrial Design (ICSID). The congress was opened on September 10 by Lord Blackett, OM, CH, president of the Royal Society and Scientific Advisor to the Ministry of Technology. Over a thousand delegates including designers from over 30 countries were present at the congress at the Queen Elizabeth Hall, London. The theme of the ICSID Congress is 'Design Society and the Future' and the speakers included internationally-known experts in cybernetics systems development, management, engineering and behavioural science.

Opportunities for UK manufacturers in Japan

IN ORDER to introduce a wide range of British equipment to the booming Japanese market, the Board of Trade is offering a great deal of assistance to firms who wish to participate in a British joint venture stand at the Osaka International Engineering Event from April 16 to 29, 1970.

The facilities will apply to manufacturers of the following:

1. Precision and measuring equipment;
2. Scientific and medical instruments;
3. Air and water pollution prevention equipment.

The National Society for Clean Air (an independent voluntary body) is co-operating with the Board of Trade in organizing a joint venture stand in Osaka. Air pollution is an enormous problem in industrial Japan and any equipment designed to minimize or prevent pollution should create very great interest there.

Applications for space will close on October 17. Inquiries to Exhibitions Organizer, National Society for Clean Air, Field House, Breams Buildings, London, E.C.4 (Tel. 01-242 5038).

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Gothenburg's British Shopping Week underlines impact of British Week Stockholm

HERALDED by the arrival of four warships of the Royal Navy, 'London Week' in Gothenburg was formally opened on September 19 by the Lord Mayor of Westminster, Councillor Leonard Pearl, at a brilliant ceremony in the Gustaf Adolfs Torg, one of the city's main squares, where flags and banners, military bands, British police and a fanfare of trumpeters set the scene for a memorable occasion.

More than 400 Gothenburg retailers are taking part in 'London Week' (so named because of long-standing ties between the two cities) which has been staged on their own initiative as a direct result of the highly successful British Week in Stockholm last autumn. Referring to this in his opening speech, the Lord Mayor of Westminster said that the Board of Trade and the BNEC/ECE had welcomed the opportunity for British manufacturers to present similar displays of their goods in this city, and paid warm tribute to the 'wholehearted co-operation of the people of Gothenburg, without which the enterprise would not have been possible'.

Celebrations continued throughout the opening day with a reception at Borsen (the Gothenburg Stock Exchange) given by the City of Gothenburg; a luncheon given by the British Ambassador and Lady Ross in honour of the Lord Mayor and Lady Mayoress of Westminster. In the afternoon the first of a series of five fashion parades, organized by eight of the main stores, took place in the 'pedestrian-only' section of the Kungsgatan. Some 30 mannequins are being used in these parades, which will show autumn fashions.

The four preceding days had seen mounting enthusiasm as important visitors arrived and several of the main supporting events were opened to the press and public. On September 14, an exhibition of the works of five British designers, sponsored by Stockholm's Enskilda Bank was opened at the Rohsska Museum by Sir Paul Reilly, Director of the Council of Industrial Design. On the 16th, an exhibition entitled 'Fine English Books from Four Centuries in the Goteborg University Library' was opened by Mr. J. O. May, HM Consul-General at Gothenburg, who also opened a 'Contact with Britain' exhibition at the Skandinaviska Banken the following day. An important exhibition of prints, pottery, etc., at the Historika Museum was opened by the British Ambassador on September 18. Material for this exhibition has been lent by the London Museum, the Ministry of Public Buildings and Works, the Victoria and Albert Museum, the Greater London Council and the Public Record Office.

There is more to come. There will be a display of sculpture and drawings by Edward Paolozzi (sponsored by the British Council) and of works by Hogarth at the Konst Museum; 'British Banking Through the Ages' at the Svenska Handelsbanken; jewellery; theatre posters; and a magnificent model of Tower Bridge, made by a partially sighted old-age pensioner in Kent. There will be a lecture on 'Underground Railway Construction' by the Chief Civil Engineer of the London Transport Board, together with a film about the Victoria Line. The film 'Battle of Britain' will have its Swedish premiere concurrently in Gothenburg and Stockholm on September 22, and there will also be three performances daily of other British films on tourism (BEA and BTA), British Oxygen, Hovercraft, Wool Textiles and the Tor Line. There will be special performances of ballet, opera and plays. Prizes for window-dressing will be distributed by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, during her visit towards the close of the promotion.

Sporting events during 'London Week' include rugby, football and golf matches between local teams and teams from the visiting naval vessels and an exhibition golf match in which Mr. Peter Alliss, the British professional, will take part. There are four members of the City of London Police already beseiged by autograph hunters and two London buses running on a scheduled route through the shopping centre. Three bands – the Regimental band of the 1st King's Regiment, the Corps of Pipes and Drums of the 1st Battalion Royal Scots, and the Royal Marine Band of the CIC Western Fleet – will provide music throughout the promotion.

All in all, 'London Week' bids fair to be a memorable event, and a very practical demonstration that the British Week in Stockholm has made a lasting impact in Sweden.

A wide range of British glassware, crockery and jewellery was a major feature of the recent 'Best of Britain' promotion held at Prouds (Pty) Ltd., of Brisbane, Australia. Prouds will be putting on two further 'Best of Britain' promotions at their Sydney and Melbourne stores during the coming month. There was a strong demand for the products of Wedgwood, Doulton and Barker Ellis silverware and the management considered that one of the most significant benefits to come from the promotion was the renewed appreciation of traditional British products; the long-term effects caused by this revival in interest were likely to be considerable. Advertising and news coverage by television, radio and the press ensured a good attendance, and the store's trading figures were considerably higher than the same period last year when a similar European promotion was staged. Picture shows Mr. Gordon Chalk, Deputy Premier of Queensland, making the opening speech.

The new British Ambassador to Finland, Mr. W. B. J. Ledwidge, and Mrs. Ledwidge were guests of honour recently at a Scotch Whisky evening in Helsinki. The reception was attended by 160 of Helsinki's opinion leaders including representatives of the press officials of Alko, the Finnish State Wine and Spirit Monopoly, personalities of the entertainment world and top restaurant owners. Finland is fast expanding as a market of Scotch Whisky; in the past ten years sales of Scotch to Finland have increased from 32,000 cases a year to 129,000 cases. The photograph shows Mr. J. Manson of the Scotch Whisky Association's Information and Development Committee welcoming the Ambassador and his wife.

'International appeal' of London Watch and Jewellery Trade Fair

THE TWELFTH International Watch and Jewellery Trade Fair held at Earls Court, London, from September 15 to 19 again attracted an enthusiastic audience of buyers and retailers. Evidence of the strong international appeal of the occasion was provided by overseas visitors from 25 countries, with buyers from Switzerland, France and the United States particularly prominent.

Some 165 exhibitors took part in the fair, which included displays of products from more than 20 countries, including India, Thailand, the USSR and the United States. It was officially opened by Mrs. Harold Wilson, who spent over an hour and a half touring the stands meeting exhibitors and looking at the displays.

The largest single stand at the fair was that of the Canadian Department of Industry, Trade and Commerce, sponsoring displays by 12 companies from Ontario and Quebec. During the exhibition Mr. Charles Ritchie, High Commissioner for Canada, and Mr. C. J. Tigham, Minister (Commercial), Government of Canada, visited the Canadian stand.

The theme of the display of the Swiss Federation of Watch Manufacturers was 'The year of the self-winding watch', and this was reflected in a number of complementary displays by British exhibitors. The Samples Salon for the presentation of small, specialized items again proved to be a strong attraction.

The nature of this fair is such that few large direct orders can be reported, but the organizers state that exhibitors were unanimous in their praise for the high quality of the visitors. The long-term effect of the occasion is always considerable, and the international contacts made have often been the prelude to long-standing business associations.

The International Watch and Jewellery Trade Fair was sponsored by the National Association of Goldsmiths in association with *Watchmaker, Jeweller and Silversmith* and was organized by Industrial and Trade Fairs Ltd.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

Hanover wins Coombs more than 50 new customers

FOUR-FIGURE orders and 'definite inquiries' from more than 50 new customers have been announced by rubber manufacturers H. A. Coombs Ltd., a Lindustries company, as a result of their participation in this year's Hanover Trade Fair. Prospective new customers came from places as far apart as Argentina, Guatemala, Iran, Iraq and Saudi Arabia.

Coombs specialize in the manufacture of rubber bands, paper or plastic ties and other packing aids, including automatic tie-off machinery. A key feature of the company's stand at the Hanover Fair was the introduction of its pallet bands, the first time these had been launched on the Continent. Coombs report 'a most encouraging response, particularly from the German market, which is usually a difficult one to break into'.

For their export drive at Hanover, Coombs prepared sales literature in four languages and their stand was manned throughout by staff who, between them, were able to cater for visitors speaking French, German or Spanish. The company exhibited as a member of the joint venture organized by the Board of Trade and the British Stationery and Office Equipment Association. This was one of nine joint ventures organized for this event by the Board of Trade and the relevant trade associations.

Leeds gear is tops in Brussels test

A CONTINENTAL electrical sub-station was built in Brussels recently to demonstrate the adaptability of a Leeds company's equipment. From Belgium came a transformer and cabinet surround; from Germany low-voltage gear; and from Yorkshire Switchgear and Engineering Co. Ltd. the Tyke ring main unit which is finding success in world export markets.

'We were demonstrating the full range of our equipment at Induselec, an exhibition of electrical equipment at the Centre Rogier, Brussels,' said Mr. J. W. Hill, technical sales engineer, who has recently returned from the five-day display. 'The sub-station idea was to demonstrate the ease by which the Tyke can be used in continental distribution systems.'

Considerable interest was also shown in the company's other equipment, with firm inquiries being received from Belgium, Dutch and Luxembourg engineers.

Variations in overseas electrical distribution voltages in the past have tended to restrict metalclad switchgear development, but recent developments by Yorkshire Switchgear have resulted in a new range of equipment which can handle a broad range of operating voltages. 'This is proving a very useful aid to our export market and should bring in good business,' said Mr. Hill.

Czech shop-window

KOCH-LIGHT LABORATORIES LTD., of Colnbrook, Bucks., were one of three United Kingdom companies who exhibited at the International Chemical Exhibition (Incheba) in Bratislava, Czechoslovakia. This was held from August 31 until September 6, and organized by the Slovak Chemical Industry. It was officially opened by the Czech Minister of Foreign Trade, Ing. J. Tabacek.

Koch-Light, who manufacture rare organic chemicals, were represented on their stand by the manager of their East European Department, Czech-speaking Mr. Peter Tausik. On his return, Mr. Tausik said: 'The exhibition was remarkably well attended, and our stand had more than 400 visitors from research laboratories, medical centres and industry. I am sure that this exhibition proved a magnificent shop window in Eastern Europe for our products.'

Visitors to the Koch-Light stand were reported to be extremely interested in the company's products, including scintillators, fluorimetric substrates, and Enzacryl and Peptidyl, new reagents for use in enzyme and peptide studies. Medical authorities were also particularly interested in hearing of the research in progress on the production of L-dopa, for use in the treatment of Parkinson's disease.

Mintech at Stockholm Technical Fair

EXAMPLES of the Ministry of Technology's efforts to promote the efficiency of Britain's engineering industry and help the export drive will be on show at the Stockholm Technical Fair, Sweden, from October 1 to 7.

Current work in the field of carbon fibres reinforced plastics will be exhibited by Courtaulds Ltd., Morganite Research and Development Ltd. and Rolls-Royce Ltd. The original development of carbon fibres was carried out at the Royal Aircraft Establishment, Farnborough and the Atomic Energy Research Establishment, Harwell.

Work at the Ministry's Forest Products Research Laboratory has produced a new tool which will cut dramatically the time required for the side dressing of wide bandsaw teeth. The research prototype being demonstrated at the exhibition will shortly be succeeded by a commercially available model. The work of the National Engineering Laboratory in developing supercavitating pumps will also be on show. The Board of Trade are presenting two joint venture groups at the Stockholm Technical Fair, with the London Chamber of Commerce and the Building Materials Export Group.

Three new Scragg machines at Greenville

THREE new Scragg machines will be on show at ATME-International, Greenville, United States (October 15 to 24), representing important new developments in the production of set yarns, twisted yarns and in winding continuous filament yarns for knitting and weaving. (The company is exhibiting as a member of the joint venture organized for ATME by the Board of Trade in conjunction with the British Textile Machinery Organisation.)

An entirely new texturing machine, the SuperSet, will make its world debut at Greenville. This is claimed to be the first single-stage crimping machine in the world to produce set polyester yarns to the same standards of stability as the autoclave system.

The HD Ring Twister, with the Scragg 'BuildMaster' electro-hydraulic traverse control, can produce two groups of build: roving-type builds for double-taper, bottle bobbin, double-flanged bobbin (with disturbance); and progressive builds for pirn, warp-wind, double-taper progressive and bottle bobbin progressive.

Also making its debut at Greenville is the HW1 Vertical Spindle re-winder, also provided with the BuildMaster electro-hydraulic traverse system, which in this case can produce three types of roving build and four types of progressive build by the operation of a selector switch.

Doulton fine china on display at the 9th Salon International des Industries et Arts du Feu held at Porte de Versailles, Paris, from September 7-12. The Doulton patterns on show were those that are known to appeal to French taste. Shown for the first time in Europe was the 'Kind of Loving' range, reported to have been particularly well received by buyers.

Part of the British joint venture stand, sponsored by the Board of Trade and the Water Purification Plant Association, at the 8th International Water Supply Congress and Exhibition held this year in Vienna. The six firms who took part in the joint venture report that they made valuable contacts with delegates from Africa, the Middle East and Eastern European countries which should lead to future business.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries

COMMONWEALTH countries in the Far East and Africa have ordered over £1.2 million worth of goods as part of purchases from loans made by the Ministry of Overseas Development for the supply of British goods and services.

India has ordered components for diesel tractors to the value of £346,580 from International Harvester Co. of Great Britain Ltd., Yorkshire, and composition casters to the value of £99,395 from Monotype Corporation Ltd., Surrey. Foster Finch (Sales Services) Ltd., Blackburn, are supplying an injection moulding machine for footwear for £21,562, and Kilburn Brown & Co., London, are delivering various spares for colliery machinery, costing £55,005.

Pakistan has purchased fertilizers to the value of £349,996 from Imperial Chemical Industries Ltd., Teesside, and £20,606 worth of tractors from International Harvester Co. of Great Britain Ltd., Yorkshire.

Ceylon orders include sulphate of ammonia worth £146,580 from Shaw Scott & Co. Ltd., London, and eight refrigerated vehicles from Bonallock Refrigerated Vehicles, Norfolk, costing £29,247. Thirty-six units Dormion 11in. Swing Lathe and 36 sets of accessories to the value of £31,045 have been purchased by Singapore from James Worran & Co. Ltd., London.

Nigeria is to receive £102,058 worth of generator sets from English Electric-AEI Indicator Co., Manchester; Ghana has purchased electrical installation equipment worth £29,381 from Major & Fielding (Engineering) Ltd., Reigate, Surrey, and Redifon Ltd., London, are supplying a £33,070 transmitter to Kenya.

Turkey

UNDER a loan agreement signed in Ankara on September 15 Britain will provide Turkey with £1.1 million to be used for the purchase of goods and services in the United Kingdom required for Turkey's economic development programme. The loan will be interest free, repayable over 25 years with a moratorium of two years staggered to seven.

Inquiries concerning the notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2497), quoting CRE 16970/G.

Tunisia and Hungary

THE TUNISIAN *Journal Officiel* of July 1-4, 1969, announced the renewal, for a further year from January 1, 1969, of the trade agreement of 1960 between Tunisia and Hungary. Details about quotas can be obtained from Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.: 01-248 5757, Ext. 466, 467, 482) to whom all further inquiries should be addressed.

A Rolls-Royce powered Petbow generating set is flown out to the Congo. An order for 173 diesel engines worth more than £250,000 has been made with Rolls-Royce (Oil Engine Division) Limited at Shrewsbury, by Petbow Limited of Kent. Most of the generating sets will be exported, mainly to the Middle East and to Africa, for use by civil engineers and as a source of emergency power. This order follows several others won by the Shrewsbury factory so far this year, the largest being a £800,000 order for engines for shrimp boats in Mexico.

Italy and Denmark

IN A CIRCULAR dated July 12, the Italian Minister of Foreign Trade announced that, following the decision of June 30, 1969, by the Council of the European Communities authorizing the extension, the Trade Agreement between Italy and Denmark has been tacitly renewed for a further twelve months until July 14, 1970.

The only Italian goods remaining subject to import licensing are the following:

	Quota
Ornamental plants:	
Table, sparkling and dessert wines, vermouth, marsala and liquers:	8 mill. Danish crowns
Other goods	7·5 mill. Danish crowns

Inquiries relating to this notice should be addressed to the Export Services Branch (Tariff Section), Room E.57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467, 482, 7068, 7069).

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS
are on sale at
Hong Kong Government Office,
54, Pall Mall, London, S.W.1.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ARGENTINA

Bulletin 178/69
MINISTRY OF INDUSTRY
Feasibility Study – Printing Plant. Closing date not stated. E.S.B. 38121/69/J.

Bulletin 181/69
HIDROELECTRICA NORPATAGONICA SA:
*3s. (Description of Requirement.) **Power Station Equipment.** Closing date not stated. (Pre-qualification.) E.S.B. 38721/69/J.
AGUA Y ENERGIA, EMPRESA DEL ESTADO:
Generators. November 10. E.S.B. 38701/69/J.

AUSTRALIA

Bulletin 177/69
WIDE BAY-BURNETT ELECTRICITY BOARD:
Telemetering and Remote Control Equipment. Closing date postponed to October 15. (Further Information.) E.S.B. 36171/69/J.
STATE ELECTRICITY COMMISSION OF QUEENSLAND:
***Generating Plant.** November 12. E.S.B. 38394/69/J.

Bulletin 178/69
DEPARTMENT OF CIVIL AVIATION:
Airport Lighting. October 28. E.S.B. 38413/69/J.
Power Distribution Equipment. October 28. E.S.B. 38412/69/J.

Bulletin 179/69
Radar Equipment. Closing date postponed to November 14. (Further Information.) E.S.B. 37130/69/J.

Bulletin 181/69
AUSTRALIAN NATIONAL UNIVERSITY:
Construction of Building Extensions. October 14. E.S.B. 38722/69/J.
Mechanical and Electrical Services. October 7. E.S.B. 38723/69/J.
CSIRO.
*4s. **Signal Generator.** October 6. E.S.B. 38655/69/J.
COMMONWEALTH RAILWAYS:
Railway Vans. October 7. E.S.B. 38729/69/J.
DISTRICT CONTRACT BOARD:
Thread Grinding Machine. October 15. E.S.B. 38730/69/J.

BELGIUM

Bulletin 181/69
FORCES, ARMEES, SERVICE DE L'ETAT MAJOR-GENERAL:
Jam. October 10. E.S.B. 38703/69/J.

BURMA

Bulletin 178/69
MYANMA EXPORT IMPORT CORPORATION:
***Fire Bricks.** November 6. E.S.B. 38403/69/J.

Bulletin 179/69
*15s. **Front End Loaders: Dump Trucks.** October 13. E.S.B. 38493/69/J.
*3s. **Tractor.** October 6. E.S.B. 38497/69/J.
*3s. **Match Making Machinery Spare Parts.** October 6. E.S.B. 38495/69/J.

Bulletin 181/69
MINISTRY OF DEFENCE:
*2s. **Plastic Lamp Shades.** October 15. 38496/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Fuses.** October 31. E.S.B. 38754/69/J.
*3s. **Fork Lift Truck.** October 9. E.S.B. 38752/69/J.
*3s. **Wire Rope.** October 18. E.S.B. 38750/69/J.
*3s. **Capacitor.** October 31. E.S.B. 38747/69/J.

Bulletin 182/69
BURMA RAILWAY BOARD:
***Railway Engine Accessories.** November 26. E.S.B. 38745/69/J.

CAMEROONS

Bulletin 181/69
COMMONWEALTH DEVELOPMENT CORPORATION:
Wheel Loaders. November 21. E.S.B. 38697/69/J.

CANADA

Bulletin 178/69
MANITOBA HYDRO-ELECTRIC BOARD:
*49s. **Transformers.** October 15. E.S.B. 38437/69/J.

Bulletin 180/69
Control Systems. October 17. E.S.B. 38633/69/J.

CEYLON

Bulletin 179/69
CEYLON CEMENT CORPORATION:
*9s. **Motor for Kiln.** (Further Information.) E.S.B. 37852/69/J.
CEYLON TYRE CORPORATION:
Rubber Accelerators, Anti-Oxidants. October 15. E.S.B. 38661/69/J.

Bulletin 180/69
CEYLON STATE HARDWARE CORPORATION:
Chemicals, Minerals, Steel Shot, Burner Tubes. November 20. E.S.B. 38659/69/J.

Bulletin 181/69
EASTERN PAPER MILLS CORPORATION:
*6s. **Wood Pulp.** (Further Information.) E.S.B. 36252/69/J.
CEYLON TRANSPORT BOARD:
***Screen Printing Ink.** October 30. E.S.B. 38660/69/J.

CHILE

Bulletin 177/69
EMPRESA NACIONAL DE ELECTRICIDAD, SA:
*13s. (In Spanish.) **Welding Sets.** October 6. E.S.B. 38393/69/J.
EMPRESA DE AGUA POTABLE DE SANTIAGO:
*4s. (In Spanish.) **Water Supply Scheme.** (Pre-qualification.) E.S.B. 38392/69/J.

COLOMBIA

Bulletin 177/69
MINISTERIO DE OBRAS PUBLICAS:
*1s. (In Spanish.) **Construction of Bridge.** February 17, 1970. E.S.B. 38400/69/J.

Bulletin 178/69
EMPRESAS PUBLICAS DE MEDELLIN:
Pumping Station Equipment. November 3. E.S.B. 38402/69/J.
Water Treatment Plant. November 21. E.S.B. 38401/69/J.

Bulletin 179/69
'CORPAL':
Sodium Fluoride. October 6. E.S.B. 38663/69/J.

COSTA RICA

Bulletin 178/69
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*2s. (In Spanish.) **Cement.** October 6. E.S.B. 38431/69/J.
*1s. (In Spanish.) **Rails and Accessories.** November 20. E.S.B. 38432/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room H24, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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GREECE

Bulletin 177/69
MINISTRY OF TRADE
*5s. Marine Equipment, Radar. October 13. E.S.B. 38397/69/J.
*6s. Motor Cycles. October 6. E.S.B. 38387/69/J.
*7s. Rain Recorders, Laboratory Instruments. October 10. E.S.B. 38391/69/J.

Bulletin 178/69
*5s. Concrete Testing Apparatus. October 8. E.S.B. 38352/69/J.
PUBLIC POWER CORPORATION:
Electrical Apparatus. October 17. E.S.B. 38473/69/J.
Micro-Lathe. October 18. E.S.B. 38474/69/J.
Shifting Work Platform. October 15. E.S.B. 38472/69/J.
MINISTRY OF TRADE:
*7s. Theodolite; Chronometers. October 6. E.S.B. 38353/69/J.

Bulletin 181/69
INSTITUTE OF SOCIAL INSURANCE:
*6s. X-ray Equipment. November 11. E.S.B. 38734/69/J.
PUBLIC POWER CORPORATION:
Manometers. October 6. E.S.B. 38736/69/J.
MINISTRY OF TRADE:
*8s. Photographic Equipment. October 17. E.S.B. 38712/69/J.
*6s. Laboratory Equipment. October 17. E.S.B. 38714/69/J.
*14s. Bread and Biscuit Making Machinery. October 15. E.S.B. 38716/69/J.
*8s. Photographic Equipment, Coagulators. October 17. E.S.B. 38713/69/J.

HONDURAS

Bulletin 177/69
EMPRESA NACIONAL DE ENERGIA ELECTRICA:
Cable Protection Equipment. Closing date postponed to October 15. (Further Information.) E.S.B. 36858/69/J.

INDIA

Bulletin 177/69
DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
*Electro Magnetic Metal Forming Machine. October 24. E.S.B. 38363/69/J.
*24s. Press. October 25. E.S.B. 38364/69/J.
*25s. Cartridge Case Trimming Machine. October 24. E.S.B. 38365/69/J.
DAMODAR VALLEY CORPORATION:
*85s. Metering Panel. (Further Information.) E.S.B. 33216/69/J.

Bulletin 178/69
DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
Steel Sheets. October 13. E.S.B. 38357/69/J.
Hydraulic Pump. October 20. E.S.B. 38358/69/J.

Bulletin 181/69
BHABHA ATOMIC RESEARCH CENTRE:
*5s. Sodium Level Probe. (Further Information.) E.S.B. 37107/69/J.
*5s. Three Pen Recorder. (Further Information.) E.S.B. 37105/69/J.
*5s. Flow Meters. (Further Information.) E.S.B. 36869/69/J.
*5s. Oscilloscope. (Further Information.) E.S.B. 36868/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*23s. Milling Machine. October 29. E.S.B. 38681/69/J.
*26s. Swaging Machine. October 22. E.S.B. 38682/69/J.
*Heading Press. November 6. E.S.B. 38685/69/J.
HINDUSTAN AERONAUTICS LTD.:
*11s. Furnaces. October 6. E.S.B. 38708/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*5s. Metallographic Samples Grinding Apparatus. (Further Information.) E.S.B. 36867/69/J.
*5s. Differential Pressure Transmitter. (Further Information.) E.S.B. 37106/69/J.

IRAQ

Bulletin 177/69
MINISTRY OF INDUSTRY:
*3s. Cellulose Acetate, Tape, Paper. October 15. E.S.B. 38336/69/J.

Bulletin 178/69
MINISTRY OF OIL:
*5s. Fire Extinguishers and Accessories; Chemicals. October 7. E.S.B. 38328/69/J.
*5s. Concrete Dumpers. October 11. E.S.B. 38329/69/J.
BAGHDAD WATER SUPPLY ADMINISTRATION
*5s. Cast Iron Pipes. Closing date not stated E.S.B. 38349/69/J.
MINISTRY OF DEFENCE:
*3s. (In Arabic.) Military Clothing. October 20. E.S.B 38341/69/J.
*2s. Military Clothing. October 23. E.S.B. 38342/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*46s. Water Supply Scheme. (Further Information.) E.S.B. 34772/69/J.

Bulletin 179/69
*61s. Water Supply Scheme. (Further Information.) E.S.B. 34706/69/J.
MINISTRY OF DEFENCE:
*Musical Instruments and Accessories. Closing date postponed to October 9. E.S.B. 32130/69/J.
*4s. (In Arabic.) Typewriters. October 9. E.S.B. 38664/69/J.
*2s. Prismatic Compass. October 23. E.S.B. 38665/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Supply Scheme. February 28, 1970. E.S.B. 38642/69/J.
DAIRY ADMINISTRATION:
Pasteurizers. October 15. E.S.B. 38639/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Circuit Breakers. October 18. E.S.B. 38647/69/J.
IRAQI PORTS ADMINISTRATION:
*3s. Hydraulic Leather. October 8. E.S.B. 38668/69/J.

Bulletin 180/69
MINISTRY OF OIL AND MINERALS:
*20s. Cables, Electrical Materials. October 14. E.S.B. 38640/69/J.
DIRECTORATE-GENERAL OF PROJECTS:
*38s. Water Supply Scheme. (Further Information.) E.S.B. 36822/69/J.
*56s. Water Supply Project Extension. (Further Information.) E.S.B. 36821/69/J.
*79s. Water Supply Project Extension. (Further Information.) E.S.B. 36823/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*43s. Water Supply Project. (Further Information.) E.S.B. 36820/69/J.
*42s. Water Project (Further Information.) E.S.B. 36819/69/J.

Bulletin 181/69
MINISTRY OF DEFENCE:
Sewing Machines. October 13. (Further Information.) E.S.B. 36855/69/J.

IRISH REPUBLIC

Bulletin 180/69
WESTMEATH COUNTY COUNCIL:
Construction of Sewerage Scheme. October 31. E.S.B. 38836/69/J.
Pumps and Motors. October 31. E.S.B. 38837/69/J.
DONEGAL COUNTY COUNCIL:
Pumping and Ejector Plant. October 31. E.S.B. 38835/69/J.

JAMAICA

Bulletin 179/69
WATER COMMISSION:
*1s. Steel Casing. (Further Information.) E.S.B. 38021/69/J.

JORDAN

Bulletin 180/69
CENTRAL TENDERS BOARD:
*Medical Equipment. October 11. E.S.B. 38632/69/J.

LEBANON

Bulletin 180/69
REGIE LIEBANAISE DES TABACS:
*5s. (In French.) Insecticides; Fungicides. November 10. E.S.B. 38491/69/J.

MALAWI

Bulletin 181/69
GOVERNMENT MEDICAL STORES:
*5s. Dispensary and Laboratory Equipment. October 23. E.S.B. 38735/69/J.

MALAYSIA

Bulletin 178/69
NATIONAL ELECTRICITY BOARD:
*54s. Cathodic Protection Equipment. (Further Information.) E.S.B. 37157/69/J.

MALTA

Bulletin 178/69
TREASURY:
*Telephone Cables. October 16. E.S.B. 38408/69/J.
*Steel Shelving Units. October 16. E.S.B. 38406/69/J.
*Tiles; Bedding and Jointing Materials. October 16. E.S.B. 38407/69/J.

Bulletin 182/69
MALTA ELECTRICITY BOARD:
*10s. Lighting Standards. October 7. E.S.B. 38780/69/J.

NEPAL

Bulletin 179/69
NEPAL ELECTRICITY CORPORATION:
Cables. October 14. E.S.B. 38634/69/J.
House Service Meter. October 15. E.S.B. 38635/69/J.

NETHERLANDS

Bulletin 177/69
DIRECTORATE OF WATERWAYS:
Construction of Tunnels, Viaducts and Bridges. October 14. E.S.B. 38310/69/J.
Construction of Pumping Station, Bridge and Residences. October 10. E.S.B. 37900/69/J.

NEW ZEALAND

Bulletin 178/69
NEW ZEALAND ELECTRICITY DEPARTMENT:
*53s. Circuit Breakers. November 4. E.S.B. 38409/69/J.
POST OFFICE HEADQUARTERS:
*3s. Capacitors; Resistors. October 10. E.S.B. 38436/69/J.
NEW ZEALAND FOREST SERVICE:
*6s. Signal Generator. October 8. E.S.B. 38486/69/J.
*3s. Chemicals. October 6. E.S.B. 38485/69/J.

Bulletin 179/69
*3s. Load Cells. October 7. E.S.B. 38611/69/J.
DUNEDIN CITY CORPORATION:
*63s. Cables and Equipment. (Further Information.) E.S.B. 38307/69/J.

Bulletin 180/69
*72s. Transformers. (Further Information.) E.S.B. 38308/69/J.
NEW ZEALAND FOREST SERVICE:
*5s. Constant Voltage Transformer. October 8. E.S.B. 38680/69/J.

Bulletin 181/69
POST OFFICE HEADQUARTERS:
*5s. Air Compressors. October 16. E.S.B. 38688/69/J.
*3s. Trenching Machines, Trailers. October 15. E.S.B. 38687/69/J.
NEW ZEALAND RAILWAYS:
*24s. Mobile Crane. October 15. E.S.B. 38679/69/J.

PANAMA

Bulletin 178/69
MINISTRY OF COMMERCE AND INDUSTRY:
Mining Concessions. December 1. E.S.B. 38487/69/J.

PAPUA AND NEW GUINEA

Bulletin 181/69
SUPPLY AND TENDER BOARD:
*15s. Photo Lettering Machine. October 7. E.S.B. 38674/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 181/69
HOTEL SHANGRI-LA LTD.:
*56s. Electrical Equipment. October 13. E.S.B. 38609/69/J.

SOUTH AFRICA

Bulletin 178/69
STATE TENDER BOARD:
*1s. Evaporigraphs. October 9. E.S.B. 38482/69/J.

Bulletin 179/69
*13s. Drills. October 14. E.S.B. 38484/69/J.
*12s. Drilling Rigs. October 14. E.S.B. 38483/69/J.
*46s. Culture Media, Reagents, Suspensions, etc. October 8. E.S.B. 38484/69/J.
*26s. Caravans. October 14. E.S.B. 38467/69/J.
CAPE PROVINCIAL TENDER BOARD:
*1s. (Notice only.) Construction of Road Bridge. October 31. E.S.B. 38602/69/J.

Bulletin 180/69
STATE TENDER BOARD:
*10s. Concrete Mixers. October 14. E.S.B. 38488/69/J

Bulletin 181/69
NATAL PROVINCIAL ADMINISTRATION HEADQUARTERS:
*Paper. October 15. E.S.B. 38724/69/J.
*11s. Teaching Aids. October 8. E.S.B. 38725/69/J.
*27s. Surgical Instruments and Sundries. October 8. E.S.B. 38547/69/J.

SUDAN

Bulletin 179/69
CENTRAL ELECTRICITY AND WATER CORPORATION:
*5s. Aluminium Conductors. October 8. E.S.B. 38489/69/J.

SWAZILAND

Bulletin 179/69
SWAZILAND ELECTRICITY BOARD:
Transformers. October 7. E.S.B. 38603/69/J.

(*Continued on next page*)

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SYRIAN ARAB REPUBLIC

Bulletin 179/69
MINISTRY OF OIL, ELECTRICITY AND EXECUTION OF INDUSTRIAL PROJECTS:
Foundry, Forging and Hardware Plants. November 3. E.S.B. 38604/69/J.

TAIWAN

Bulletin 177/69
CENTRAL TRUST OF CHINA
*26s. **Automatic Control and Instrumentation.** October 24. E.S.B. 38030/69/J.
*3s. **Dump Truck.** October 7. E.S.B. 38371/69/J.
*3s. **Steel Plate and Channel.** October 6. E.S.B. 38372/69/J.
*5s. **Culture Apparatus.** November 3. E.S.B. 38374/69/J.
*5s. **Stainless Steel Casing and Couplings.** October 29. E.S.B. 37882/69/J.
*4s. **Forklift Truck.** October 28. E.S.B. 38093/69/J.
*6s. **Communication Equipment.** October 13. E.S.B. 38094/69/J.
*5s. **Tractors; Tractor Spare Parts.** October 29. E.S.B. 38095/69/J.
*4s. **Spring Washers.** October 15. B.S.B. 38097/69/J.

Bulletin 178/69
*2s. **Pressure Gauges.** October 7. E.S.B. 37879/69/J.
*2s. **Vehicle.** October 7. E.S.B. 38370/69/J.
*2s. **Steel Straps.** October 8. E.S.B. 38096/69/J.
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*5s. **Electric Fork Lift Trucks.** November 3. E.S.B. 38378/69/J.
*3s. **Paint and Varnish Raw Materials.** November 4. E.S.B. 38379/69/J.
*6s. **Ship Refrigerating Equipment.** November 3. E.S.B. 38381/69/J.

Bulletin 181/69
*1s. **Insecticide Wetting Agent.** October 7. E.S.B. 37880/69/J.

TANZANIA

Bulletin 181/69
MINISTRY OF COMMUNICATIONS:
Marine Diesel Engines. October 10. E.S.B. 38677/69/J.

THAILAND

Bulletin 179/69
DEPARTMENT OF VOCATIONAL EDUCATION:
*49s. **Electrical and Sheet Metal Equipment.** November 20. E.S.B. 38245/69/J.
METROPOLITAN ELECTRICITY AUTHORITY:
*71s. **Switchgear, Control Board.** (Further Information.) E.S.B. 37825/69/J.

Bulletin 181/69
*19s. **Cable and Accessories.** October 31. E.S.B. 39106/69/J.

TURKEY

Bulletin 179/69
MINISTRY OF HOUSING AND RECONSTRUCTION:
*6s. **Cartographic Optical Instruments.** October 27/E.S.B. 38629/69/J.

Bulletin 180/69
PTT ADMINISTRATION:
*13s. **Line-Test Microphone-Earphone Sets.** October 24. E.S.B. 38626/69/J.
STATE HYDRAULIC WORKS:
*6s. **Hydraulic Press.** October 17. E.S.B. 38490/69/J.

Bulletin 181/69
*5s. **Contact Printer.** October 8. E.S.B. 38619/69/J.
*6s. **Dilatometer.** October 13. E.S.B. 38622/69/J.
*11s. **Transformers.** October 15. E.S.B. 38623/69/J.
PETROL OFFICE:
*6s. **Tin.** November 3. E.S.B. 38628/69/J.
*5s. **Zinc Plates.** October 10. E.S.B. 38621/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 177/69
EGYPTIAN RAILWAYS:
Railway Level Crossing. October 18. E.S.B. 38366/69/J.
SOCIETE GENERAL EGYPTIENNE DE MATERIEL DES CHEMIS DE FER:
Railway Wagon Spare Parts. October 16. E.S.B. 38367/69/J.

URUGUAY

Bulletin 178/69
MUNICIPAL TRANSPORT CORPORATION:
*3s. (in Spanish.) **Cables** (Further Information.) E.S.B. 37840/69/J.
OSE (STATE WATER WORKS):
*52s. **Pipes and Fittings.** (Further Information.) E.S.B. 37835/69/J.
*45s. **Pipe and Apparatus.** (Further Information.) E.S.B. 37836/69/J.
Transport and Cargo Equipment. October 24. E.S.B. 38476/69/J.
Bauxite. October 23. E.S.B. 38477/69/J.

YUGOSLAVIA

Bulletin 178/69
INSTITUT ZA JADRANSKE KULTURE:
*1s. **Glass House and Equipment.** November 18. E.S.B. 38458/69/J.
RUDARSKO ENERGETSKO INDUSTRIJSKI KOMBINAT:
*1s. **Power Station Equipment.** November 26. E.S.B. 38384/69/J.
PREDUZECE MASINOPROMET:
*1s. **Lime Plant Machinery.** November 28. E.S.B. 38383/69/J.
PREDUZECE AGROKOMBINAT:
*1s. **Accounts Machine.** November 18. E.S.B. 38459/69/J.
JUGOSLOVENSKA INVESTICIONA BANKA:
*1s. **Electronic Accounts Machine.** November 7. E.S.B. 38443/69/J.
PREDUZECE VARDAR VOOZ-IZVOZ:
*1s. **Stage Lighting, Sound and Mechanical Equipment.** October 24. E.S.B. 38453/69/J.
*1s. **Air Conditioning Equipment.** October 24. E.S.B. 38452/69/J.
PREDUZECE JUGOLEK EXPORT IMPORT:
*1s. **Hospital Equipment.** Closing date not stated. E.S.B. 38448/69/J.
METALNA INDUSTRIJA:
*1s. **Hydraulic Compressor.** October 21. E.S.B. 38449/69/J.
TEKSTILNA KOMBINAT GNJILANE:
*1s. **Textile Machinery.** October 24. E.S.B. 38450/69/J.
TEKIG INVEST:
*1s. **Tyre Production Line.** November 21. E.S.B. 38456/69/J.
*1s. **Textile Machinery.** November 21. E.S.B. 38460/69/J and 38461/69/J.
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SLUZBA DRUSTVENOG KNJIGOVODSTVA:
*1s. **Electronic Processing and Transmitting Information System.** November 7. E.S.B. 38442/69/J.

Bulletin 179/69
TEKIG-INVEST:
*1s. **Clothing Manufacturing Machinery.** October 24. E.S.B. 38454/69/J and 38455/69/J.
PREDUZECE MASINOPROMET:
*1s. **Contractors' Plant.** November 28. E.S.B. 38385/69/J.
REPUBLICKI ZAVOD ZA SOCIJALNO OSIGURANJE:
*1s. **Accounts Machine and Equipment.** November 26. E.S.B. 38440/69/J.
MASINO-IMPEX:
*1s. **Textile Machinery and Equipment.** November 28. E.S.B. 38441/69/J.
METALKA EXPORT IMPORT:
*2s. **Plastic Bag Making Machinery.** November 27. E.S.B. 38462/69/J.
PREDUZECE ZA UVOZ I IZOOZ OPREME INVEST IMPORT:
*2s. **Metal Working Machinery.** Closing date not stated. E.S.B. 38463/69/J.

ZAMBIA

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ZAMBIA RAILWAYS:
*18s. **Bogie Wagons.** December 1. E.S.B. 38029/69/J.

Bulletin 180/69
CENTRAL SUPPLY AND TENDER BOARD:
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Orders for Bulletins (2s. *each*) *and documents* (*the price of these varies, see individual notices*) *must be accompanied by a remittance for the correct amount in the form of a cheque or postal order* (*not postage stamps*) *made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H109, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ABU DHABI

Bulletin 178/69
Agency inquiry for clothing; cosmetics; foodstuffs; household goods; toys. E.S.B. 38043/69/J.

Bulletin 179/69
Agency inquiry for building materials; clothing; domestic appliances; foodstuffs; textile goods. E.S.B. 37403/69/J.

Bulletin 181/69
Inquiry for women's and children's clothing. E.S.B. 39018/69/J.

ALGERIA

Bulletin 180/69
Inquiry for terminal boxes. E.S.B. 3053/69/J.

ARGENTINA

Bulletin 181/69
Manufacture under licence – fluxes for ferrous and non-ferrous alloys. E.S.B. 30681/69/J.

ARUBA

Bulletin 178/69
Inquiry for sports equipment. E.S.B. 22271/69/J.

AUSTRALIA

Bulletin 180/69
Agency inquiry for automotive and engineering hardware; electrical equipment. E.S.B. 37719/69/J.
Inquiry for safety and security equipment. E.S.B. 38191/69/J.
Agency inquiry for crushing, earth moving, mining and screening equipment; machine tools. E.S.B. 37670/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 177/69
11s. Inquiry for aluminized SCA conductor. E.S.B. A/64/69/J.
18s. Inquiry for telephone type control cable. E.S.B. A/66/69/J.
11s. Inquiry for cable. E.S.B. A/65/69/J.

Bulletin 179/69
Inquiry for sodium dichromate. E.S.B. S/96/69/J.

Bulletin 180/69
Inquiry for mobile auto crusher. E.S.B. M/45/69/J.

AUSTRIA

Bulletin 177/69
Agency inquiry for Irish linen handkerchiefs. E.S.B. 10468/69/J.
Inquiry for aluminium/steel rope; steel rope; copper cable. E.S.B. 38069/69/J.

Bulletin 178/69
Inquiry for pipe fittings. E.S.B. 36988/69/J.

Bulletin 179/69
Inquiry for hospital toilets. E.S.B. 38166/69/J.

Bulletin 180/69
Agency inquiry for dress fabrics; women's and children's outerwear. E.S.B. 38290/69/J.

BAHAMAS

Bulletin 178/69
Inquiry for bathroom and kitchen fixtures; builders' hardware; cabinets for bathrooms, kitchens and bedrooms. E.S.B. 37927/69/J.

Bulletin 181/69
Agency inquiry for cast iron and steel pipe. E.S.B. 40220/68/J.

BARBADOS

Bulletin 180/69
Agency inquiry for domestic electric cookers. E.S.B. 38010/69/J.

BELGIUM

Bulletin 180/69
*Inquiry for cement. E.S.B. 38251/69/J.
Agency inquiry for expansion joints. E.S.B. 38114/69/J.
Inquiry for stacker cranes; conveyors; elevators for unit loads; fork lift trucks. E.S.B. 38275/69/J.

Bulletin 181/69
Tax on value added. E.S.B. 1209/G/J.

BOLIVIA

Bulletin 181/69
Agency inquiry for engineering instruments and accessories; drawing paper. E.S.B. 38560/69/J.

BRAZIL

Bulletin 179/69
Agency inquiry for air compressors. E.S.B. 36008/69/J.

BULGARIA

Bulletin 179/69
Inquiry for radio components. E.S.B. 38107/69/J.

CANADA

Bulletin 177/69
Inquiry for prefabricated building. E.S.B. 38042/69/J.
Agency inquiry for golf carts; tennis balls. E.S.B. 37604/69/J.
Inquiry for cotton harvester duck. E.S.B. 37943/69/J.
Agency inquiry for irrigation equipment; potato digger elevators links; potato seeding, lifting and piling machines; electric potato/sod separators. E.S.B. 37941/69/J.

Bulletin 178/69
Agency manufacture under licence – gearing. E.S.B. 37730/69/J.

Bulletin 179/69
Inquiry for mining equipment. E.S.B. 2614/69/J.

Bulletin 180/69
Agency inquiry for audio visual equipment; books; duplicator work books; globes; maps; periodicals; projectors. E.S.B. 38143/69/J.

CEYLON

Bulletin 178/69
Inquiry for aluminium rolling plant and machinery; corrugation plant machinery. E.S.B. 37715/69/J.
Joint venture – carbon dioxide production plant. E.S.B. 37658/69/J.

Bulletin 179/69
Inquiry for brass taps. E.S.B. 38267/69/J.

CHILE

Bulletin 179/69
Agency inquiry for air conditioning equipment; central heating plants; lifts; miniature passenger railway and permanent way equipment; miniature passenger railway locomotives and rolling stock; moving stairways; refrigeration equipment. E.S.B. 38116/69/J.

CONGO REPUBLIC

Bulletin 177/69
Inquiry for art prints, furnishing fabrics; wallpaper. E.S.B. 37710/69/J.

Bulletin 179/69
Inquiry for art prints; furnishing fabrics; picture mounts; wallpaper. E.S.B. 1455/69/J.

CURACAO

Bulletin 178/69
Inquiry for carpets; curtains; clothing; decorating material; food; kitchen utensils; shoes. E.S.B. 37702/69/J.
Agency inquiry for brass candlesticks; electric irons; fancy goods; gifts; radios and radiograms; stationery; toys. E.S.B. 37703/69/J.
Agency inquiry for bottles; brilliantine; filling machines; plastic spray attachments; pharmaceutical raw materials. E.S.B. 23428/69/J.

Bulletin 180/69
Inquiry for cosmetics; curtaining; dresses; knitwear; sandals. E.S.B. 38168/69/J.

CYPRUS

Bulletin 179/69
Agency inquiry for hosiery; knitwear. E.S.B. 37949/69/J.

Bulletin 181/69
Agency inquiry for cables; electric switchgear; conduit piping; fluorescent light bulbs; light fittings; wire. E.S.B. 37928/69/J.

DENMARK

Bulletin 178/69
Agency inquiry for chemicals; oil; plastic raw materials; vitamins. E.S.B. 37700/69/J.

Bulletin 180/69
8s. Inquiry for gear parts. E.S.B. 38110/69/J.

Bulletin 182/69
Inquiry for hand knitting yarns. E.S.B. 37967/69/J.

EL SALVADOR

Bulletin 180/69
Agency inquiry for building construction machinery; food colourings; industrial chemicals; road making machinery; synthetic thread; textile machinery. E.S.B. 31346/69/J.

Bulletin 181/69
Inquiry for hydrogen peroxide; paraffin wax; sulphuric acid. E.S.B. 38543/69/J.

ETHIOPIA

Bulletin 178/69
Inquiry for naval uniforms. E.S.B. 38146/69/J.

FIJI

Bulletin 178/69
Inquiry for hardboard. E.S.B. 38198/69/J.
Inquiry for galvanized wire; nail wire. E.S.B. 38134/69/J.

Bulletin 179/69
Agency inquiry for groundnut oil. E.S.B. 8598/69/J.

FINLAND

Bulletin 180/69
Inquiry for transceivers. E.S.B. 38199/69/J.

FRANCE

Bulletin 178/69
Inquiry for carpets; ceramic tiles; shist slates. E.S.B. 37998/69/J.
Agency inquiry for carpets. E.S.B. 37989/69/J.

Bulletin 179/69
Agency inquiry for hydraulic motors and accessories; hydraulic pumps and accessories. E.S.B. 37999/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 177/69
Inquiry for abrasives; metal working tools. E.S.B. 36031/69/J.
Inquiry for electrical equipment. E.S.B. 31252/69/J.
Agency inquiry for game; mutton. E.S.B. 37934/69/J.
Inquiry for polyethylene; polystyrene. E.S.B. 37947/69/J.
Agency inquiry for worsted piece-goods. E.S.B. 37944/69/J.

Bulletin 178/69
Inquiry for live cattle. E.S.B. 38009/69/J.
Agency inquiry for electrical installation material. E.S.B. 37962/69/J.
Agency inquiry for office equipment. E.S.B. 37919/69/J.
Inquiry for steel foil. E.S.B. 37689/69/J.

Bulletin 179/69
Agency inquiry for polypropylene fabric. E.S.B. 15589/69/J.

Bulletin 180/69
Inquiry for artificial fons. E.S.B. 37982/69/J.
Inquiry for carcase meat; live animals. E.S.B. 38842/69/J.
Agency inquiry for clothing; knitwear. E.S.B. 31443/69/J.
Inquiry for confectionery specialities. E.S.B. 37956/69/J.
Agency inquiry for furniture. E.S.B. 38510/69/J.

Bulletin 181/69
Agency inquiry for furniture; Irish linen giftware; table linen. E.S.B. 38557/69/J.

Bulletin 182/69
Inquiry for alginates; carrageenates; pectins. E.S.B. 38289/69/J.

(*Continued on next page*)

AGENCY INQUIRIES, *continued*

GHANA

Bulletin 180/69
Agency inquiry for drugs; pharmaceuticals. E.S.B. 37721/69/J.

GREECE

Bulletin 181/69
Agency inquiry for audio, visual and teaching aids; closed circuit television; educational equipment; laboratory equipment. E.S.B. 38118/69/J.

GUATEMALA

Bulletin 178/69
Inquiry for anti-corrosion coatings; anti-corrosives application equipment. E.S.B. 38132/69/J.

GUYANA

Bulletin 180/69
Agency inquiry for builders' hardware; cotton dress fabrics; hand tools; tropical suitings. E.S.B. 38248/69/J.

HONG KONG

Bulletin 177/69
Agency inquiry for electric light fittings; upholstery materials. E.S.B. 37474/69/J.

ICELAND

Bulletin 177/69
Inquiry for popcorn making machine; semi-processed snack food ingredients; wrapping machine. E.S.B. 36569/69/J.

Bulletin 178/69
Business Licensing. E.S.B. 1209/G/J.

Bulletin 180/69
Inquiry for cages and equipment for poultry and mink; dog foods; leather leads, collars and harnesses; wire netting and equipment. E.S.B. 38287/69/J.

INDIA

Bulletin 177/69
Inquiry for shuttle hook manufacturing equipment. E.S.B. 38122/69/J.

Bulletin 178/69
Inquiry for steel billets. E.S.B. 37282/69/J.
Agency inquiry for books; journals; newspapers; magazines. E.S.B. 37783/69/J.
Inquiry for raw materials for manufacture of electric lamps; photoflash bulbs manufacturing machinery. E.S.B. 37950/69/J.

Bulletin 179/69
12s. Inquiry for phosphoric acid concentration plant equipment. E.S.B. 29166/69/J.
3s. Inquiry for fluorescent tube materials. E.S.B. 33605/69/J.

Bulletin 180/69
Inquiry for pharmaceutical raw materials. E.S.B. 38802/69/J.
Inquiry for medical equipment. E.S.B. 34417/69/J.

Bulletin 181/69
Agency inquiry for cables; slide gates. E.S.B. 37462/69/J.

IRAQ

Bulletin 177/69
Inquiry for conveyor belts; fan; plastic strapping machines; plastic strapping; wire bending machines; wire mesh bands. E.S.B. 34961/69/J.

Bulletin 181/69
Agency inquiry for tools. E.S.B. 30831/69/J.

IRISH REPUBLIC

Bulletin 178/69
Agency inquiry for brushed and printed knitted nylon; cotton fabrics; elastic braids. E.S.B. 5217/68/J.
Inquiry for currency note clips; gift products. E.S.B. 36348/69/J.
Agency inquiry for building panels. E.S.B. 37008/69/J.

Bulletin 179/69
Agency inquiry for children's clothing; dress and curtain fabrics. E.S.B. 16674/68/J.
Agency inquiry for diamond lapping compounds. E.S.B. 35800/69/J.

Bulletin 180/69
Agency inquiry for fabrics. E.S.B. 23488/69/J.

Bulletin 181/69
Inquiry for calico; flannelette.)E.S.B. 39040/69/J.

ISRAEL

Bulletin 177/69
Inquiry for steam boiler components. E.S.B. 37743/69/J.

Bulletin 178/69
Agency inquiry for aviation equipment. E.S.B. 38014/69/J.

Bulletin 179/69
Agency inquiry for machine tools. E.S.B. 37786/69/J.

Bulletin 180/69
Agency inquiry for flanges. E.S.B. 38511/69/J.

Bulletin 181/69
Agency inquiry for flow meters. E.S.B. 28034/69/J.
Agency inquiry for ferrous and non-ferrous metals. E.S.B. 39053/69/J.
Agency inquiry for food processing machinery. E.S.B. 38169/69/J.
Inquiry for flow meters; industrial thermometers; refrigerated display cases. E.S.B. 38170/69/J.
Inquiry for artists' colours manufacturing machinery; filling machinery. E.S.B. 38556/69/J.
Agency inquiry for chemicals. E.S.B. 38293/69/J.

ITALY

Bulletin 177/69
Agency inquiry for educational games; teaching aids. E.S.B. 32349/69/J.

Bulletin 178/69
Inquiry for cashmere outerwear and scarves. E.S.B. 9642/69/J.
Inquiry for imitation furs. E.S.B. 38196/69/J.
Inquiry for inks for printing. E.S.B. 38074/69/J.

Bulletin 179/69
1s. Inquiry for separating equipment. E.S.B. 5124/69/J.
Agency inquiry for chemical products; solid lubricants. E.S.B. 38195/69/J.
Inquiry for asphalt packaging plant. E.S.B. 38117/69/J.

Bulletin 181/69
Agency inquiry for knitwear; raincoats; textiles for raincoats; underwear. E.S.B. 38194/69/J.

IVORY COAST

Bulletin 179/69
Inquiry for steel flats, angles, rounds, girders, rods, mesh sheets, strip, plates, tubes and wire; stainless and special steels. E.S.B. 26451/69/J.

JAPAN

Bulletin 178/69
Agency inquiry for handbags; leather goods. E.S.B. 37920/69/J.

Bulletin 179/69
*Inquiry for carpets. E.S.B. 37065/69/J.

Bulletin 180/69
Inquiry for footwear components; shoes. E.S.B. 38058/69/J.
Agency inquiry for cigarette lighters; powder compacts; slacks; tiepins. E.S.B. 38268/69/J.

Bulletin 181/69
Correspondence with Japanese companies. E.S.B. 22879/67/J.

KUWAIT

Bulletin 177/69
Inquiry for bleaches; insecticides. E.S.B. 29637/69/J.

Bulletin 178/69
Agency inquiry for ceiling tiles; decoration wood; leather; wallpaper. E.S.B. 35283/69/J.

Bulletin 179/69
Agency inquiry for carpentry tools; plastic and wooden mouldings; do-it-yourself kits; ornaments; wallpaper. E.S.B. 37661/69/J.
Agency inquiry for artificial leather; cosmetics; furniture; gifts; hospital equipment; pharmaceutical products; surgical equipment; upholstery items. E.S.B. 37669/69/J.

Bulletin 180/69
Agency inquiry for machine tools; power tools. E.S.B. 32018/69/J.
Agency inquiry for bottles; gelatine capsules; diathermy and X-ray apparatus; pharmaceuticals; scientific instruments; ointment tubes. E.S.B. 32228/69/J.

Bulletin 181/69
Inquiry for paint brushes. E.S.B. 25994/69/J.

LIBYA

Bulletin 178/69
Inquiry for refrigerators; refrigerated trucks; mobile marine workshops. E.S.B. 14610/69/J.

MALAGASY REPUBLIC

Bulletin 177/69
Agency inquiry for games; toys. E.S.B. 37659/69/J.

MALAWI

Bulletin 178/69
Agency inquiry for fents; shirts. E.S.B. 32317/69/J.

Bulletin 181/69
Agency inquiry for bed covers; clothing; cotton sheets; toys. E.S.B. 38892/69/J.

MALAYSIA

Bulletin 179/69
Inquiry for door gears; hardware; sanitaryware. E.S.B. 38184/69/J.

Bulletin 180/69
Inquiry for banana processing plant. E.S.B. 37945/69/J.

MALTA

Bulletin 177/69
Agency inquiry for dairy equipment; lamps and lanterns; link disconnecting units; pipes. E.S.B. 36432/69/J.

Bulletin 180/69
Agency inquiry for fancy, inflatable or plain balls. E.S.B. 41718/68/J.

NORWAY

Bulletin 178/69
Inquiry for coats; dresses. E.S.B. 37788/69/J.
Agency inquiry for glass fibre sheet. E.S.B. 37955/69/J.

Bulletin 179/69
1s. Inquiry for check valves for seawater. E.S.B. 25702/69/J.
Agency inquiry for roller bearing crushers; steel balls for ball mills. E.S.B. 37775/69/J.
*Agency inquiry for thermal cut-outs; thermostats. E.S.B. 30693/69/J.

Bulletin 180/69
Agency inquiry for electric hand tools for welding vinyl flooring; wax spraying equipment; welding cord. E.S.B. 37087/69/J.

Bulletin 181/69
Agency inquiry for copper; copper cathodes. E.S.B. 38265/69/J.
Agency inquiry for china; earthenware; giftware; glassware; pottery. E.S.B. 38266/69/J.

PAKISTAN

Bulletin 178/69
Agency inquiry for fertilizers. E.S.B. 37915/69/J.

Bulletin 179/69
5s. Inquiry for cotton textile machinery; jute mill machinery; sugar mill machinery. E.S.B. 38273/69/J.
2s. Inquiry for hydrated lime manufacturing unit. E.S.B. 38213/69/J.
Manufacture under licence – electric motors. E.S.B. 33805/69/J.

Bulletin 181/69
Inquiry for price stamping machines for cotton textiles. E.S.B. 39074/69/J.

PERU

Bulletin 179/69
*7s. Inquiry for hotel administration. E.S.B. 36505/69/J.

QATAR

Bulletin 180/69
Agency inquiry for radio and television sets; tape recorders. E.S.B. 36535/69/J.

SAUDI ARABIA

Bulletin 178/69
Agency inquiry for batteries; wire rope. E.S.B. 16554/69/J.
Inquiry for overalls. E.S.B. 37633/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 180/69
Agency inquiry for cotton, nylon and woollen shirtings. E.S.B. 48478/68/J.

Bulletin 181/69
Agency inquiry for blankets; canned peas; curtain and furnishing fabrics; kitchenware; suitings. E.S.B. 38256/69/J.

SOUTH AFRICA

Bulletin 178/69
Agency inquiry for radio and television equipment. E.S.B. 38039/69/J.
Manufacture under licence – transformers. E.S.B. 37796/69/J.
Manufacture under licence – grass seeding and sprinning machines; highway lighting road safety equipment; reflective sheeting for signs. E.S.B. 37693/69/J.

Bulletin 179/69
Agency inquiry for embroidered sheet and pillowcase sets. E.S.B. 6276/69/J.
Agency inquiry for cutlery; domestic holloware; earthenware; glassware; hand tools; toys. E.S.B. 35250/69/J.

Bulletin 180/69
Agency inquiry for lace curtaining. E.S.B. 35797/69/J.

SPAIN

Bulletin 181/69
2s. Inquiry for switches. E.S.B. 25409/69/J.

SUDAN

Bulletin 179/69
Importation of cigarettes. E.S.B. 38264/69/J.

SWEDEN

Bulletin 177/69
Agency inquiry for nutrimental raw materials. E.S.B. 17323/68/J.

Bulletin 180/69
Agency inquiry for boat fittings. E.S.B. 2617/69/J.

SWITZERLAND

Bulletin 178/69
Inquiry for venison. E.S.B. 38077/69/J.
Agency inquiry for acrylic hand knitting yarns. E.S.B. 16888/69/J.
Agency inquiry for electrical measuring equipment; panel instruments; semi-conductors; switchboard instruments; tools for electronics industry. E.S.B. 37741/69/J.
1s. Agency inquiry for knee pads. E.S.B. 38142/69/J.

Bulletin 179/69
Inquiry for compressors; garage equipment; hydraulic hoses and fittings; pneumatic clamping devices. E.S.B. 37499/69/J.

Bulletin 180/69
Inquiry for electrical equipment and accessories for automobiles; safety belts. E.S.B. 37499/69/J
Agency inquiry for men's clothing; swimwear. E.S.B. 38133/69/J.
*Agency inquiry for life saving jackets; sailing suits; synthetic foam material. E.S.B. 38144/69/J.
Inquiry for cutlery; giftware. E.S.B. 21683/69/J.

Bulletin 181/69
Agency inquiry for piece-goods. E.S.B. 33164/69/J.

TANZANIA

Bulletin 177/69
Inquiry for iron strip; iron wire. E.S.B. 20113/69/J.

THAILAND

Bulletin 177/69
Agency inquiry for cosmetics; hair removing cream; hair restorer; toilet paper. E.S.B. 37716/69/J.

Bulletin 178/69
*Agency inquiry for cotton sheeting; foam rubber; velvet. E.S.B. 36006/69/J.

TRINIDAD/TOBAGO
Bulletin 178/69
Inquiry for galvanized iron pipe. E.S.B. 37992/69/J.
Inquiry for plastic injection moulding machinery; toothbrush packaging machinery and materials. E.S.B. 18603/68/J.
Inquiry for motor cycle accessories and kit. E.S.B. 38237/69/J.
Inquiry for component parts for gas cookers. E.S.B. 23417/69/J.
Bulletin 180/69
Agency inquiry for electric domestic appliances. E.S.B. 17878/69/J.
Agency inquiry for synthetic textile piece-goods. E.S.B. 41667/68/J.

UGANDA
Bulletin 177/69
Inquiry for control tower for airport. E.S.B. 37918/69/J.
Bulletin 179/69
Inquiry for potato seed. E.S.B. 38257/69/J.
Bulletin 181/69
*Inquiry for synthetic fabric. E.S.B. 38269/69/J.

UNITED ARAB REPUBLIC (EGYPT)
Bulletin 179/69
*23s. Inquiry for ammonia-urea plant. E.S.B. 29491/69/J.
Bulletin 180/69
Inquiry for carpets. E.S.B. 39020/69/J.
Bulletin 181/69
Inquiry for electro-magnetic counters. E.S.B. 37787/69/J.
19s. Inquiry for aluminium-magnesium alloy; barium nitrate; brass bars; brass rondels; carbon steel; lead; steel bars; steel plated with copper alloy; tombac strips. E.S.B. 37925/69/J.
Bulletin 182/69
Inquiry for mica sheets. E.S.B. 30354/69/J.

UNITED STATES OF AMERICA
Bulletin 178/69
Inquiry for construction materials; furnishings – further information. E.S.B. 27263/69/J.
Inquiry for aertex type fabric; fishing tackle. E.S.B. 38200/69/J.
Bulletin 179/69
Agency inquiry for stone discs. E.S.B. 37637/69/J.
Inquiry for rolled or forged rings. E.S.B. 38552/69/J.
Bulletin 180/69
Manufacture under licence in Britain – scoop forks. E.S.B. 31335/69/J.
Bulletin 181/69
*Inquiry for brick tiles. E.S.B. 36903/69/J.

URUGUAY
Bulletin 180/69
Inquiry for fishmeal processing plant. E.S.B. 38239/69/J.

USSR
Bulletin 178/69
International Exhibitions in 1970.

VENEZUELA
Bulletin 177/69
Agency inquiry for scratch brushes. E.S.B. 37771/69/J.
Bulletin 180/69
Agency inquiry for lawn mowers; portable welding sets. E.S.B. 36789/69/J.

ZAMBIA
Bulletin 179/69
Agricultural marketing regulations. E.S.B. 36927/69/J.

The University of Cape Town, South Africa, has received a Fourier waveform analysis demonstration set specially designed for them by Mawdsley's Ltd., electrical manufacturing engineers of Dursley, Glos. Mr. S. G. McLaren, lecturer in electrical engineering at the university, is seen here discussing the unique five-machine set (four alternators) with two colleagues.

Seen being shipped aboard the 10,300 *ton 'Rosario' at Tilbury Docks recently is part of a consignment of products, valued at* $80,000, *from Hi-Flex International Limited, the hydraulic high pressure hose assembly and manufacturing subsidiary of BTR Industries', destined for their recently established operation near Seattle, United States. This is the second in a series of planned shipments to the States.*

Robert Hough

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in this week's issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 660 of September 3 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Far East tour

MR. T. G. HAWKER, BSc, MIEE AMIMM, technical director of Rapid Magnetic Limited, Birmingham, is to make an extended tour of Australia, Ceylon, Hong Kong, Indonesia Malaysia, the Philippines, Singapore and Thailand to promote further sales of his company's magnetic and electrostatic mineral separators.

In addition to visiting the major ore mining areas, Mr. Hawker will present a paper at the forthcoming International Tin Congress in Bangkok describing the new 'Rapidex' high-intensity magnetic separator, for dressing tin concentrates.

10-week sales tour

MR. R. A. BULLOCK, general sales manager Worcester Royal Porcelain Company Ltd., left on September 15 for a 10-week sales drive and fact-finding tour to South Africa, Australia, New Zealand, the Far East and, on his way back, the Middle East. Besides examining the market potential in these areas for the company's products, Mr. Bullock will also be present at Royal Worcester exhibitions in South Africa and Australia.

During his visit to New Zealand he will be present at a trade show and reception to launch new tableware designs and limited-edition models.

For most of his tour Mr. Bullock will be accompanied by Mr. John Roberts Powell, overseas sales manager, who left a week earlier for South Africa to make final arrangements for the exhibition there.

Sales links sought in United States

MR. C. R. M. HENSHALL, managing director, and Mr. Brian L. Larking, sales manager, of W. Henshall & Sons (Addlestone) Ltd., Byfleet, Surrey, left for New York on September 8, where they participated in discussions on cross-marketing and licensing arrangements. They also visited Seattle and Los Angeles, with the intention of establishing sales connections.

The company make pantry and galley equipment for aircraft, containers for heated food and beverages, stowage containers, service trollies, aircraft toilets, etc.

Sales tour in Germany

MR. D. G. LOVE, marketing manager of Combined Optical Industries Ltd., Slough, Bucks., is making a tour to find new markets for magnifiers and lenses. His itinerary includes visits to Hamburg, Düsseldorf, Frankfurt and Stuttgart.

Seeking agents in Algeria and Turkey

MR. DUNCAN COOK, managing director of John Allan & Sons Ltd., of Glasgow, manufacturers of steam and hydraulic packing, jointings, moulded rings and seals, is making a visit to Algeria and Turkey to survey market prospects and to appoint agents. He is also paying a routine visit to the firm's agents in Greece. His itinerary is as follows: Algiers, September 24; Istanbul, October 7; and Izmir, October 10.

The type of representative Mr. Cook seeks will be ships' chandlers for engine stores, and merchants supplying oil refineries, chemical complexes, engineering works and shipyards.

The company is believed to be the only one of its type remaining in Scotland, inasmuch as the manufacturing process is from raw material to finished product. The present export sales of the company is about 10 per cent of production.

Export manager's North American visit

MR. J. DUNNING, export manager of E. C. De Witt & Co. Ltd., left London on September 12 for Canada. He will visit the International Trade Fair in Halifax and also De Witt's agents in Toronto who also handle Potter & Moore Products, (toiletry division of De Witt & Co.). Mr. Dunning will return by way of Chicago and New York.

100,000 miles of travel

THE EXPORT SALES TEAM of E. Illingworth & Co. (Bradford) Ltd., a Yorkshire-based firm, will travel over 100,000 miles in the next eight months. The company – a member of the Carpets International Group – manufactures a variety of fibre bonded carpets and needlefelt underlays.

Illingworth's have been extremely successful with their 'Nylfloor' Bri-nylon-surfaced fibre-bonded carpet. Since its introduction in 1965, and during its first year, 95 per cent of the total production went overseas. Since that time the amount of 'Nylfloor' carpet produced per annum has risen 25 times. Exports continue to increase and currently account for 60 per cent of the increased production. New machinery has been installed and productivity per machine hour increased to give 25 per cent more production; further plant is being added which will enable present capacity to be doubled. Increased capacity has resulted in a 15 per cent reduction in the original price of 'Nylfloor.'

Mr. Ted Simpson, marketing director, has the support of an enthusiastic team, including Mr. Michael Trelease, export manager, Mr. Michael Anderson, export representative, and Mrs. Mabel Wright, export secretary. Countries they will visit in the next eight months include Austria, Switzerland, Germany, Norway, Denmark, Sweden, Finland, Iceland, Spain, Portugal, South Africa and Australia.

Mr. Leslie A. W. Jenkins, deputy chairman of the British National Export Council, launched BNEC Mission 1000 at Heathrow Airport on September 14. Mission 1000 is a 20-man team sponsored by the Ship and Boat Builders National Federation, who are spending three weeks in the United States, visiting Boston, Chicago, Los Angeles, Miami and New York. The mission's arrival in Chicago (September 18) coincided with the Chicago Marine Trade Exhibition. Picture shows Mr. L. A. W. Jenkins (extreme right) and mission leader, Mr. David Godsal, cutting the Mission 1000 cake. In the background is the Ship and Boat Builders National Federation Union Jack Girl who joined in the festivities.

OUTWARD MISSIONS

Visits and participation in fairs

WITH British tractor and farm machinery exports continuing at a record level, the Agricultural Engineers' Association is still looking to increasing sales by overseas missions and participation at overseas fairs.

The association is sending a 15-man mission to the United States in November to study the potential for the sale of British farm equipment. This mission is being arranged in conjunction with the Board of Trade and the British National Export Council.

In January 1970 the association will sponsor a collective display, also in conjunction with the Board of Trade, at the Toronto Fair and Industrial Equipment Show.

In March 1970 the association will sponsor exhibits by manufacturers at the Salon International de la Machine Agricole, Paris.

It is expected that collective displays will also be staged at the NOVI SAD Fair, Yugoslavia (May 1970), and at the first International Agricultural Show, AGROPRAHA 70, Prague, Czechoslovakia (April/May 1970).

Visit to the United States

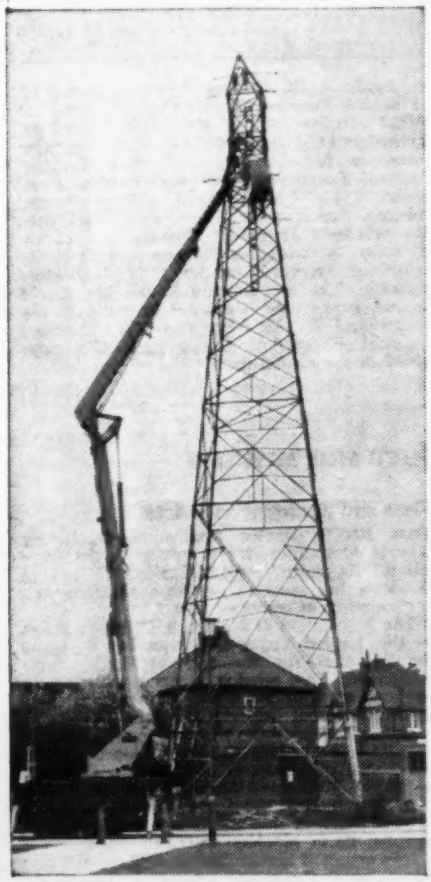
A MISSION to the United States has been organized by the Mould and Die Section of the Gauge and Tool Makers' Association. The mission, led by Mr. E. Whiteley, managing director of Whiteley, Lang & Neill Ltd., Liverpool, fly out on October 4. In its itinerary the mission will include a visit to the Regional Technical Conference in Cincinnati of the Society of Plastics Engineers.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on these pages.

British-equipped forge in Spain

A new forge was formally inaugurated at San Lorenzo, near Bilbao, Spain, early in September. Equipment for the forge, worth more than £100,000, was supplied by B. & S. Massey Ltd., the Openshaw, Manchester, metal forming machinery specialists, and included a 1,300-ton high-speed forging press.



A 70ft. highly insulated hydraulic platform, the first of this size to be built by Simon Engineering Dudley Ltd., has been purchased by the Ministry of Electricity and Water, Kuwait, for maintenance on overhead electrical transmission lines. The unit, which costs approximately £15,000, is mounted on a Bedford-Boughton chassis having a three axle, all wheel drive.

The patented highly insulated boom has been developed by Simon in conjunction with the Central Electricity Generating Board to permit working on live overhead power lines in conditions of high voltage energization.

Radiotelephone equipment for the United States

Pye Telecommunications Ltd. have announced an export order for the supply of radiotelephone equipment to the Penn Central Railroad. This contract, secured by Pye Communications Inc., United States, will provide radio-communications on the railroad's tamping equipment and on other vehicles subject to rough use around the railroad yards. The 115 units being supplied under this contract, will be shipped to the Camden, New Jersey and Pittsburg, Pennsylvania areas.

Swissair choose Racal-Milgo modems

Swissair, the national airline of Switzerland, has placed an order approaching £100,000 with Racal-Milgo for 42 high speed data modems.

These data modems will form part of an extensive Swissair Seat Reservation Service and will operate at 2400 bits per second over international leased telephone circuits between the IBM central processor located in Zurich and remote terminals at Swissair airline reservations centres in New York, Paris, Munich Frankfurt, Düsseldorf, Hamburg, Cologne, Stuttgart, Vienna, Copenhagen, Rome, Milan, London, Amsterdam and Brussels.

£1 million computer systems for Australia

The Department of Civil Aviation (DCA), Australia, has placed a letter of intent with Ferranti Ltd. to purchase electronic equipment worth about £1 million for three major computer-controlled message-switching centres at Sydney, Melbourne and Brisbane, with the projected addition of further centres in Adelaide, Perth, Port Moresby and Townsville.

Valve actuator contracts for Australian power stations

Contracts valued at over £70,000 have been received by Rotork Controls Limited, valve control specialists of Bath, Somerset, for nearly 400 electric actuators to motorize valves in Australian power stations. Most are destined for Liddell power station, New South Wales, the balance being for Yallourn 'W' power station, Victoria. The contracts were secured mainly by Rotork's Australian agents, M. B. John & Hattersley, though some of the orders were received through Rotork Controls (Canada) Limited.

Among other recent power station orders for Rotork are two, worth about £15,000, for 33 actuators for Tsing Yi station, Hong Kong, and for 87 special power plant actuators for the United Kingdom nuclear station, Hinckley Point 'B'.

£2 million pvc piping order

Chemidus Plastics Ltd., of Ashford, Kent, recently announced the signing of what is thought to be the largest contract for plastic pressure pipes anywhere in the world. The order, worth over £2 million, was placed by Taylor Woodrow International Limited, and the pipes will become the distribution network of the Sadova-Corabia Irrigation System. The main contract for the whole project has been placed by the Rumanian State Enterprise for Foreign Trade with the Taylor Woodrow Irrigation Group, a consortium of leading British companies.

They will be used in the irrigation of some 80,000 hectares (200,000 acres approximately) in the Oltenia province of the Danube Valley.

£300,000 Mexican contract for Yorkshire transformers

A £300,000 export order for reinforcing the public electricity supply of Mexico City has been won against fierce international competition by Yorkshire Electric Transformers, a member of the Aberdare Holdings Group of companies. The contract, placed by Cia De Luz y Fuerza Del Centro S.A., is for six 60,000 kVA, 220 kV transformers, for which the money is being put up by the World Bank, and this led to worldwide competition, including American, European and Japanese organizations.

Record export sales for Rover

Despite the general fall-off in car sales in the United Kingdom this year, Rover has increased its home market penetration and at the same time boosted its car exports to a record level, the company announced recently. In the first 10 months of the company's current financial year, Rover car exports are up by 12 per cent, compared with the same period in 1967/68 and currently represent nearly 30 per cent of all car sales. In the first six months of this year the most significant export increases have been in EFTA countries (up from 716 in the first half of last year to 1,549 – an increase of 116 per cent), the EEC (from 858 to 1,212 – an increase of 41 per cent) and in Australia (up from 363 to 585 – an increase of 61 per cent).

Large engineering orders from United States and Germany

Lintott Engineering Limited have received two large orders totalling $144,000 from the United States. The first is from the National Bureau of Standards who require the new Variable Geometry Separator and Heavy Ion Accelerator which is made and marketed by Lintott under licence to the United Kingdom Atomic Energy Authority.

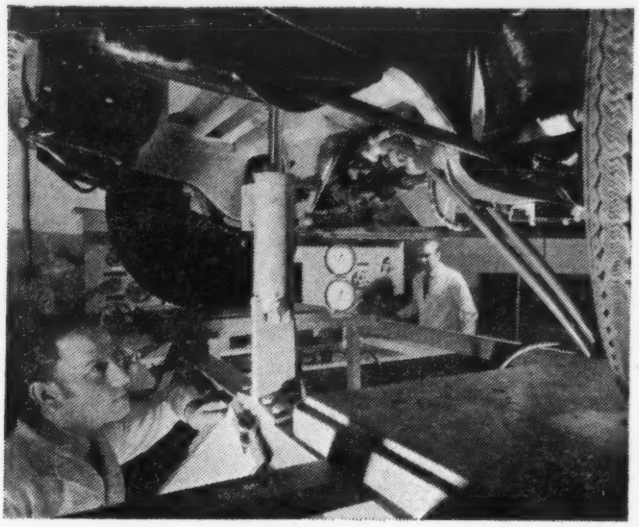
The second order, placed by the Argon National Laboratory of Illinois, is for 28 sets of completely incapsulated coils for quadrupole magnets.

Another interesting project by Lintott is the manufacture and installation of a complete magnet system for the High School, Darmstadedt, Germany. This order comprises 14 magnets and eight power supplies and is worth £51,000.

MGD exports reach £5 million

Miehle Goss Dexter Ltd. have obtained export orders this year worth more than £5 million. This was announced by Mr. Alex McEwan, MGD's chairman and managing director, at a recent ceremony during which the company was presented with the Queen's Award to Industry. One of the largest is an order which has just been placed by *Het Parool* of Amsterdam, a leading evening newspaper in Holland, for Goss Headliner Mark II double width rotary letterpress equipment of the latest design, to a value of £600,000. The press is scheduled for installation at the end of 1970 and will be on edition early in 1971.

This year MGD has made a breakthrough into two of the most difficult markets in Europe, Yugoslavia and Italy. Including the Goss Metro Offset press for the important national newspaper *Borba* of Belgrade, the total value of exports to Yugoslavia exceeds £1¼ million. In Italy one of the leading newspaper groups, Il Resto del Carlino, has ordered two large Goss Metro Offset presses. One of these is now installed, and within a few weeks will be printing the first national daily newspaper in that country to be produced on a double width web offset press.



Engineers at the experimental department of the Cam Gears Group using hydraulic test equipment to assess the performance of a power assisted rack and pinion steering gear under simulated 'dry parking' conditions, i.e. when a vehicle's wheels are turned without forward movement. The group claims to be the world's leading designer and producer of this type of system, with a £2½ million programme under way to expand production for world markets from 20,000 to 50,000 gear units a week.

A large consignment of Warne's surgical products is loaded at the company's Barking factory, en route to Australia – one of more than 50 countries to which Warne are now exporting their surgical instrumentation.

Furnaces for Canada

Orders worth nearly £400,000 for aluminium melting and holding plant to be installed in Canada and the United Kingdom have been announced by Wellman Incandescent Furnace Company Ltd., Smethwick, Warley, Worcestershire. The export contract – placed by Aluminium Company of Canada and obtained in the face of strong competition – involves three 115,000 lb. capacity furnaces to be installed in the Alcan smelter plant at Arvida, Quebec.

Bakery for Barbados

Purity Bakers Ltd., Bridgetown, Barbados, have awarded a $430,000 contract to The Mitchell Construction Company (Caribbean) Ltd. for the construction of a complete bakery at Collymore Rock, Bridgetown. Construction has already begun and completion is scheduled for mid-March 1970. The consulting engineers are David Key Associates. The company recently completed a new soft drinks factory in Bridgetown for Barbados Beverages Limited.

Moon rock crusher

A Birmingham company with only 10 employees has supplied machines to crush and sift America's moon rock samples. The National Aeronautics and Spacecraft Administration centre in Houston, Texas, chose a laboratory rock crusher and micropanner made by Charles W. Cook and Sons Ltd., of Walsall Road, Perry Barr, Birmingham, to handle samples now being analysed.

Orders increased to £330,000

In addition to the contract from the Head Wrightson Machine Co. Ltd. to manufacture the rectifiers and control equipment for the electrolytic supplies (as announced in our September 3 issue), an order has now been received from Parsons Peebles Ltd. to provide the converter and inverter equipment supplying the d.c. drive motors to be installed in the steelworks at Magnitogorsk, USSR. This latest order brings the total value of the contract to £330,000.

Over $1 million in advance royalties

Advance royalties totalling over $1 million are to be paid by American and Italian publishing houses for a new British paperback series. The Hamlyn Publishing Group is to be paid $750,000 in royalties by the American firm of Grosset and Dunlap for the first 50 titles in the Hamlyn All-Colour Paperback series. In Europe, an agreement has been reached with Arnaldo Mondadori Editore which will bring Hamlyn the equivalent of $400,000 in advance royalties.

Bearings and joints for Brazilian bridge

PSC Equipment, prestressing and post-tensioning specialists of Iver, Bucks., have received an order worth about £250,000 for the Rio Niteroi bridge project in Brazil. The order won in the face of considerable international competition, is for prestressed equipment, bridge bearings and bridge expansion joints. Deliveries are to begin in October.

The bridge, which should be completed by March 1971, will span nearly 13.9 kilometres across the bay separating Rio de Janeiro from Rio Niteroi.

Hatch covers in demand

Steel hatch covers for a ship being built in the Argentine were recently despatched from Blyth, where they were manufactured. The covers, of the motorized 'Pulpack' type, are the first export order to be completed by Gregson & Co. Ltd., of Wallsend-on-Tyne, under sub-contract from Cargo-Dynamics (Great Britain) Ltd. More will follow, for Cargo-Dynamics have orders in hand with Gregson & Co. for the supply of some 2,000 tons of hatch covers for ships being built in Eire, Holland, Germany and Portugal.

Continental sales up by over 60 per cent

P. P. Payne and Sons of Nottingham are making available to world markets a new lightweight, high tensile, self-adhesive filmic tape, for the safe and easy opening of corrugated and solid fibreboard containers. The new material, Rippatape 70, is inserted inside the container by the board manufacturer, to enable it to be 'zipped open' swiftly and cleanly, without damage to the container and its contents.

This product makes an important contribution to Payne's exports, particularly on the Continent – sales this year have increased by over 60 per cent. Best markets are Scandinavia, Germany, France, Holland and Belgium.

Lathes and bandsaws ordered

Orders worth £25,000 for their Alexander Efamatic camless chucking automatic lathe and Triple Twelve power bandsaw have been received by George H. Alexander Machinery Ltd., of Dudley, Worcs., in the past three months. Two automatic lathes are destined for Sweden, while bandsaws are on order to customers in America, Israel, Italy and Switzerland.

Orders for tractors

Orders for four-wheel drive tractors to the Philippines and Puerto Rico for £215,000 and £300,000 respectively have been won by County Commercial Cars Ltd., of Fleet, Hants. The tractors, forward-control and standard models, are for use on sugar cane estates.

Coal preparation plant in Canada

Birtley Engineering Ltd., of Chesterfield, the BSA Group's coal preparation and materials handling experts, have obtained a foothold in the North American market against international competition. This comes in the form of a contract from Canada's Cominco Ltd. to design and supervise the construction of a large coal preparation plant in the Fording River Valley of British Columbia. Birtley will see the British Columbia project through all the various stages to the final commissioning.

Orders for ship stabilization systems

At a working demonstration of a Sperry Gyrofin ship stabilization system at Alexander Stephen Engineering Ltd., Glasgow, on September 10, Sperry Gyroscope Division, Bracknell, announced orders valued well over £500,000 including 'break-through' business for Norwegian and Japanese owners. The orders cover the requirements of:

Four 5,850-ton vessels for Nippon Car Ferries, being built by Mitsubishi Heavy Industries and Nippon Kokan Kabushiki Kaisha;

Two 10,000-ton ferry/cruise liners; one for Normandie ferries, one for Cie Maritime des Chargeurs Réuins, to be built at the French shipyard of Dubigeon-Normandie;

Three cruise ships being built by Oy Wartsila, Helsinki, for Norwegian owners including I. M. Skaugen, Anders Wilhelmsen and (just received) Selskapet Royal Cruise Lines.

One of the three pairs of fins destined for Oy Wartsila was used at the demonstration as these had just completed systems test, ahead of schedule. The fins – each providing up to 42 tons lift – are now ready for delivery as a pre-tested package; ready for installation by the shipyard.

£1¼ million petrochemical engineering contract in India

The Power-Gas Corporation Limited of Bombay, a member of the Davy-Ashmore Group, has been awarded a contract for the engineering, supply and erection of a plant to produce transformer and speciality oils for Nagpal Petrochem Refining Limited, Bombay.

The value of the contract received by Power-Gas, Bombay, is approximately £1¼ million and the plant, to be built in Manali, near Madras, is scheduled for completion before the end of 1970. It is designed to produce 15,000 tons per annum of transformer oil, 9,500 TPA low viscosity white oil, 3,000 tons high viscosity white oil, and 4,500 tons total sulphonates, from feed stocks available either from Madras refineries or imported.

Second order from French authority

Hertford Relays Limited, of the Hertford Precision Engineering Group, recently completed delivery of its second order from the French Atomic Energy Authority. This was for custom-made relays for use in close circuit television and video switching, thus monitoring instruments and cameras and preventing a multi-run of co-axial cables.

The company claims to be the only manufacturer in the United Kingdom of this particular item, although imported relays are available at roughly twice the cost.

The Hertford Group expect a 33¼ per cent increase in direct exports this year of Post Office-type equipment, connectors and relays.

Cable order worth over £150,000

Pirelli General Cable Works Ltd. report an order worth over £150,000 from the Dubai Electricity Company for the supply of 33,000-volt and 6,600-volt power cables, pilot cables and accessories for a 33-kV system expansion. Consulting engineers for the contract are Kennedy & Donkin of Woking, Surrey.

United States printing contract

Waterlow and Sons Ltd. have won a contract from Intercontinental Publications Inc. of Stamford, Connecticut for the printing of five journals. Waterlows will print from film positives supplied and will also mail the journals (average print order over 20,000) to Europe and the Far East.

Metering equipment for USSR

A £157,000 order for metering equipment has been received from the USSR by Meterflow Ltd., of Baldock. The equipment is being installed to monitor fluid flow on a large quayside oil tanker loading centre.

Orders from Italy and Sicily

Following details research of the Sicilian and Adriatic fishing industry markets by a Kelvin Hughes fact-finding mission, the company have announced the placing of two orders resulting directly from the exercise.

In San Benedetto a leading Adriatic trawler owner has ordered Kelvin Hughes part Humber Gear for his 1,500-ton trawler under construction at Viareggio. Two Type 18/9 radars will also be supplied.

At Cefelu in Sicily, the motor fishing vessel *Antonio Madre* has been fitted with a forward-looking Ceres Asdic.

£82,000 Australian order for wire

Richard Johnson & Nephew Limited have completed an £82,000 order for the supply of 900 tons of thermalized low relaxation prestressing wire, which will be used by the Main Roads Department of the Western Australian Government for the Mitchell Freeway in Perth, the first section of which is to be completed in 1971. The order was secured in the face of charp competition, particularly from Japan.

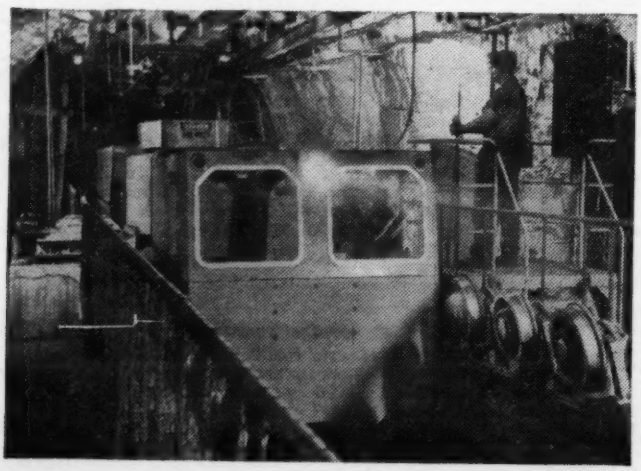
HS748 for West Indies

British West Indian Airways recently announced the purchase of a Hawker Siddeley 748 prop-jet passenger aircraft, to be operated by Leeward Islands Air Transport Services Ltd., BWIA's inter-island Caribbean associated company. The aircraft, with its 48-seat configuration, will be used by LIAT to augment its present fleet of 748s, which now carry about 1,200 passengers daily between 23 West Indian islands.

This latest order brings the sales total of all types of 748s to 214 aircraft, with 162 aircraft valued at about £80 million going to export markets.

Double-deck buses for Cape Town

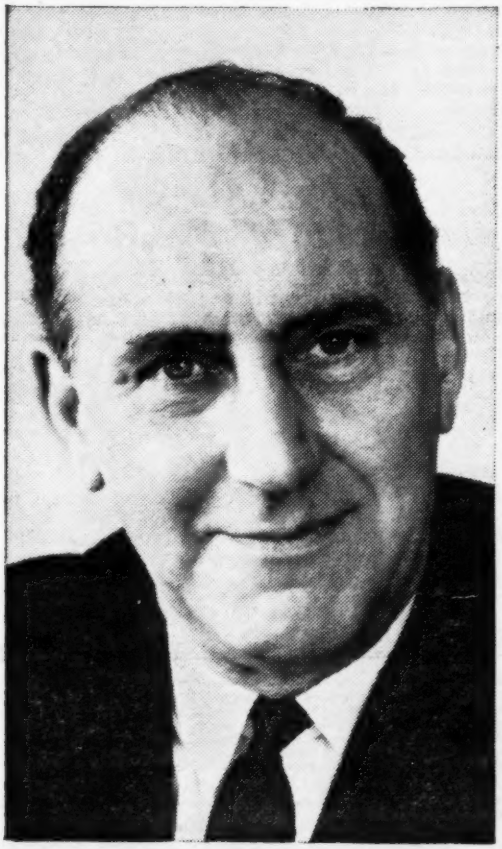
An order for 25 Daimler 'Fleetline' double-deck buses has been received from Cape Tramways (Pty.) Ltd. The order has been placed with Daimler Transport Vehicles Ltd. through British Leyland's organization in South Africa. The new vehicles, the first rear-engined Daimlers to be operated in Cape Town, will be approximately 30 ft. long overall, with transverse-mounted Gardner engines and Daimatic semi-automatic transmission units. The chassis will be supplied in CKD ('completely knocked down') form for assembly in South Africa.



Two electric locomotives built by Greenwood & Batley have recently gone into service at the Mount Isa Copper Mines in Queensland, Australia. The locos work in tandem, one at the front and one at the rear of the ore train. The operator drives the train between the loading chute and the tipple using the manual controls in the cab of the leading loco. On arrival at the chute or tipple he can dismount from the cab and control the train from the trackside using a miniature portable radio transmitter. Radio control of the train enables the driver to supervise the loading and unloading operations from vantage points by the chute and tipple controls. The picture shows Greenbat loco approaching the ore tipple on No. 17 level, 2,800 ft. underground.

Pictured during a fact-finding mission at the Pye Telecommunications works in Cambridge are, left to right: Mrs. Joyce Zodwa Molapo, senior executive officer, Department of Establishments and Training for Lesotho; Mr. Ron Wilson, export manager, Africa, for Pye Telecommunications Ltd., and Mr. Thabo John Chaka, director of broadcasting, Radio Lesotho. During the visit they discussed the Flying Doctor service in Lesotho, the communications for which were organized by Mr. Wilson. During their stay, Mrs. Molapo and Mr. Chaka visited the BBC, Scotland, Government Training Centre, and the Department of Employment and Productivity.

The Midland Bank's overseas trade services will be available in **Vienna** for the **British Week 10-18 October '69**



Any help or advice required during this time in connection with international trade will be given gladly by our representative, Mr. R. E. Thomas, a Divisional Foreign Manager of our Overseas Branch, London: you can contact him at the Hotel Bristol, Karntnerring 1, Vienna (tel. 529552).

If you expect to be in Vienna for the Week and need assistance *before* you travel, we invite you to get in touch with Mr. Thomas in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,700 branches in England and Wales.

Midland Bank

Expert aid for Export trade

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

CEREALS, RICE AND COMPOUND ANIMAL FEEDSTUFFS

Regulation (CEE) No. 1791/69 relates to the reduction of the compensatory amount applicable in the cereal and rice sectors to certain French exports to third countries (*Journal Officiel* No. L230 dated September 11, 1969).

Regulation (CEE) No. 1803/69 lays down special arrangements for the denaturation of soft wheat harvested in 1969 (*Journal Officiel* No. L231 dated September 12, 1969).

OILS, FATS AND OIL SEEDS

Regulation (CEE) No. 1775/69 concerns the fixing of levies applicable to olive oil which has not undergone a refining process (*Journal Officiel* No. L228 dated September 9, 1969).

Regulation (CEE) No. 1776/69 completes so far as olive oil prices are concerned **Regulation (CEE) No. 1486/69** concerning communications between the Member States and the Commission (*Journal Officiel* No. L228 dated September 9, 1969).

CATTLE BEEF AND VEAL

Regulation (CEE) No. 1787/69 modifies **Regulation (CEE) No. 1666/69** which relates to the measures to be taken in the beef and veal sector following the devaluation of the French franc, so far as it concerns the establishment of prices (*Journal Officiel* No. L230 dated September 11, 1969).

Regulation (CEE) 1809/69 modifies **Regulation (CEE No. 1097/68** which relates to the methods of application of intervention measures in the beef and veal sector (*Journal Officiel* No. L232 dated September 13, 1969).

Regulation (CEE) No. 1810/69 relates to the intervention measures to be taken in the beef and veal sector in Germany (*Journal Officiel* No. L232 dated September 13, 1969).

Customs legislation in the EEC

THE *Board of Trade Journal* dated August 16, 1968 (pages 506-509) contained a notice about and translation of **Regulation (CEE) No. 803/68** concerning the valuation of goods for Customs purposes.

The *Journal Officiel* No. L230 dated September 11, 1969 contains the text of **Regulation (CEE) No. 1788/69** concerning the determination of certain exceptions provided for in Article 3, paragraph 2 of **Regulation (CEE) No. 803/68.**

The French text of both Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

ITALY

Manufacturing tax on textile yarns: correction

IN THE notice concerning the introduction of a new system of manufacturing tax on certain textile products in Italy, published in the *Journal* of August 8, 1969, page 402, the first line should read 'Italian Decree Law No. 319' and *not* 'No. 139' as published.

SPAIN

Opening of global quotas

THE SPANISH global quotas for 1969 were published in the *Board of Trade Journal* dated February 7. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the second half of 1969. Applications should be presented from September 15 to October 15, inclusive.

Quota No.	Goods	Value of licences for which applications are invited
		(Pesetas)
20	Polyvinil chloride	16,500,000
15	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries not liberalized and not included in other quotas	57,750,000
16	Phenoplast and furan resins	24,750,000
22	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	24,750,000

Inquiries about this notice should be addressed to: Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

GREECE

Import and exchange control

IT WAS ANNOUNCED in the *Board of Trade Journal* of September 3, page 651, that concreting reinforcing rods had been transferred to List P.6. It is now understood that this will apply not only to rods for reinforcing concrete, but to all solid round bars and rods of iron and steel with a diameter of 35 mm or less, as covered by tariff heading 73.10.A1 (a) in the Greek tariff. Also the change will only have effect until December 31, 1969. From January 1 they will revert to List F. 100-1.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E.57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 482, 466 and 467).

PORTUGAL

Amendments to import tariff

PORTUGUESE *Diario do Governo*, 1st Series, Number 159, of July 9, 1969, published Decree Law 49112 which amended tariff heading 35.05.01 to read:

Dextrins and dextrin glues; soluble or roasted starches.

The same Decree Law also notified the following amendment to the tariff rate:

Tariff	Description	Rate of duty	
		Old rate	New rate
29.35 08	Heterocyclic compounds; nucleic acids: Lactones and lactams for use in perfumery	*Ad val.* 18% 6%	*Ad val.* 5% 5%

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

FRENCH OVERSEAS DEPARTMENTS

Liberalization of imports

THE FRENCH *Journal Officiel* of August 21 announced that the measures concerning the liberalization of imports (published in this year's *Board of Trade Journals* of March 28, page 944, May 9, page 1351, July 16, page 179 and July 23, page 251) have been extended to cover the French Overseas Departments and are applicable to imports from and originating in the member countries of the former OEEC, the United States and Canada.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the French text may be seen.

JORDAN

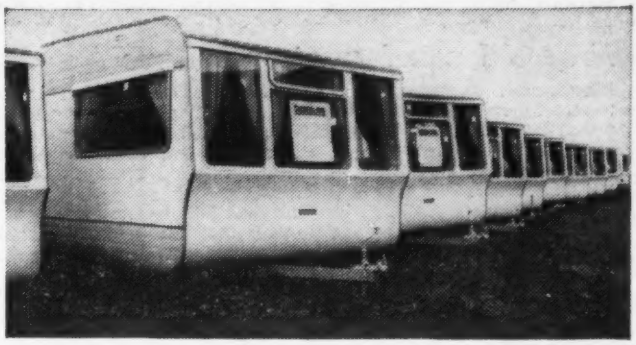
Changes in taxes, customs and excise duty rates

THE JORDANIAN Council of Ministers has approved a revision of certain taxes, and customs and excise duty rates. According to provisional information, the revision provides that the following percentages should be added to existing rates:

(a) 20 per cent on existing rates of imported alcoholic drinks and 10 per cent on the excise rates on locally produced alcoholic drinks
(b) 1 per cent increase on all imported goods except fish, dairy products and vegetable products
(c) 2 per cent on all goods that were exempt from customs duties (diplomatic imports excepted)
(d) 10 per cent increase on tobacco, cigars, lubricating oils, greases, toilet preparations, films, carpets, electric chandeliers, radios, TV sets, electric fans, washing machines, refrigerators and cooking ranges
(f) 250 fils on each car tyre and 500 fils on each commercial vehicle large size tyre
(g) 100 fils per person to be paid by all passengers travelling by road on entry and departure from Jordan
(h) 400 fils airport fee in addition to existing fees.

Fuller details of the changes are expected when a translation of the *Official Gazette* becomes available.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).



A healthy export order book is reflected in the row of caravans seen here awaiting shipment to the Continent as part of a £20,000 contract to the Dutch distributors from the Silverline Caravan Co, Ltd. based in Hull and Pocklington.

SUDAN

Import list

THE FOLLOWING list sets out the essential products that can be imported into the Sudan:

1. Lentils
2. Yeast
3. Compressed gases
4. Gelatine
5. Glycerine
6. Chemical products
7. Disinfectants
8. Medical instruments
9. Pharmaceutical preparations
10. Printing ink
11. Tyres and tubes
12. Newsprint paper
13. Medical and absorbent cotton
14. Optical instruments
15. Medical instruments for dental surgery
16. Toothpaste and tooth brushes
17. Agricultural machinery
18. Large buses
19. Baby food
20. Building materials – wood, iron
21. All kinds of yarn
22. Baby milk powder
23. Milk powder
24. Razors and razor blades
25. Photographic paper
26. Savings Bank books and cheque books
27. Cups
28. Dry batteries
29. Stationery
30. Chickens
31. Explosives
32. Fire extinguisher equipment
33. Printing machinery
34. Spare parts
35. Raw materials for local industry
36. Petroleum products
37. Flour and wheat
38. Fertilizers and insecticides
39. Cigarettes

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

SUDAN, *continued on next page*

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered,*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

SUDAN, *continued*

Proposed new import procedures

MINISTERIAL announcements have indicated that Sudan intends to create certain public corporations to handle imports in the public interest. It is thought that the private sector will participate in these public corporations – covering tea, coffee, cigarettes, textiles, and canned foods – but the detailed arrangements are far from clear.

In addition, hopes have been expressed that state-owned enterprises will handle the importation of jute, insecticides, fertilizers, engineering equipment, cars and medicines which are required for Government use. Again, exact arrangements are misty.

At present these proposals appear to be at the 'drawing board' stage. A close watch will be kept on the situation and any developments reported in the *Journal*.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 305, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2358) quoting reference CRE 21908/G.

GHANA

Import licensing

Notice to Importers No. 320 – Extension of the Current Import Year to June 30, 1970, published in the Ghana Commercial and Industrial Bulletin of September 5 reads as follows:

'It has been decided that the 1969 Import Year should be extended by six months to June 30, 1970. Thereafter the Import Year will run from July 1 of one year to June 30 of the next.

'2. A separate notice is being published inviting applications for import licences for the period January 1 to June 30, 1970.'

Notice to Importers No. 321 – General Guide to Importers – Import Licensing Procedures for the period January 1 to June 30, 1970, published at the same time, announced that for the purpose of restricting imports three types of licence will operate:

(a) Open General Licences;
(b) Specific Licences; and
(c) Special Unnumbered Licences.

OPEN GENERAL IMPORT LICENCE

An Open General Licence permits an importer to order and bring into Ghana any of the goods covered by the particular Open General Licence from any country without further written authority from the Controller of Imports and Exports. However, for administrative purposes, and in view of the availability of Commodity Assistance Loans, the Controller of Imports and Exports will, in specified cases, issue Open General Licence Commitment Forms on application.

With effect from January 1, 1970, the following are the Open General Licences authorized:

(1) *Open General Licence No.* 1. – This authorizes the importation of the following items:
  (a) bona fide trade samples, provided that the quantities are not excessive in relation to the nature of the goods concerned;
  (b) personal or household effects of crews or passengers arriving in Ghana;
  (c) gifts addressed to individuals, provided that they are unsolicited gifts and not imported as a merchandise or for sale or that the weight or value does not exceed 22 lb. gross or NC72.00 respectively.

(2) *Open General Licence No.* 2. – This authorizes the importation of the following:
  (a) single copies of books, newspapers, magazines and periodicals;
  (b) live animals for domestic pets and not for sale.

(3) *Open General Licence No.* 3. – This authorizes the importation of headloads of foodstuffs from neighbouring African countries for personal use or for sale.

(4) *Open General Licence No.* 4.—This authorizes the importation of the following:
  (a) fresh or frozen fish caught by Ghanaian-owned vessels, Customs Items 031-110 and 031-190;
  (b) cattle, sheep, goats and other livestock, Customs Item 001;
  (c) fish, salted, dried or smoked but not further prepared from neighbouring African countries;
  (d) fresh or frozen meat or mutton from African countries (Customs Items Nos. 011-100 and 011-200).

(5) *Open General Licence No.* 5.—This authorizes the importation of all medicinal and pharmaceutical products. Customs Item No. 541. Importers are, however, advised that before placing orders, they must obtain permits from the Pharmacy Board of the Ministry of Health, PO Box M.44, Accra.

(6) *Open General Licence No.* 6. – This authorizes the importation of the following items:

Customs Item No.	Description of Commodity
321	Coke and semi-coke of coal and their briquettes
Groups 512, 513,514	All organic and inorganic chemicals
531, 532	Synthetic organic dyestuffs, dyeing and tanning extracts and synthetic tanning materials
533-100	Colouring materials, other than of coal-tar origin, n.e.s.
533-200	Printers' ink
561	Fertilizers, manufactured
571-120	Prepared explosives other than propellent powders
571-210	Mining blasting and safety fuzes
571-229	Detonating caps, igniters and detonators, n.e.s.
571-300	Pyrotechnical articles, excluding fireworks
599	Chemical materials and products

Importers of Items 571-120/210/229/300 are, however, advised that before placing orders they must obtain permits from the Chief Inspector of Mines, Mines Department, PO Box 254, Takoradi.

(7) *Open General Licence No.* 7. – This authorizes the importation of the following:

Customs Item No.	Description of Commodity
629-400	Transmission belts and belting of rubber
244	Cork for fishing
655-621	Fishing netting of cordage, twine or rope
663	Mineral manufacturers, n.e.s.
671-200	Pig iron
673	Iron and steel bars, rods, angles, shapes and sections (including sheet pilings)
678	Tubes, pipes and fittings of iron or steel
685-210	Lead bars for fishing nets
685-250	Lead sheet for fishing nets
655-630	Other articles of cordage, twine or rope for fishing
893-400	Plastic for fishing
894-411	Fish hooks
894-419	Other fishing and hunting equipment
695	Tools for use in hand or in machine

(8) *Open General Licence No.* 8.– This authorizes the importation of the following:

Customs Item No.	Description of Commodity
711-590	Parts of internal combustion engines, including parts of diesel and semi-diesel engines, excluding parts of aircraft engines
711-540	Outboard motors
712	Spare parts for agricultural equipment
712-100	Agricultural machinery and appliances for preparing and cultivating the soil
714-920	Parts of office machinery, n.e.s. (714-100 to 714-919)
715	Spare parts for metal working machinery
717-100-200	Spare parts for textile and leather machinery
717-330	Parts of sewing machines (other than the metal block)
718	Spare parts for machinery for special industries
719-110-660 719-800-940 719-100-530 719-510-930	Spare parts for commodities falling under these Customs Items
719-940	Gasket; gaskets of metal and other materials, n.e.s.
719-160	Furnace burners, industrial and laboratory burners
719-210/220	Pumps for liquids, gases, etc.
719-540	Parts and accessories of machine tools
719-700	Ball, roller or needle-roller bearings
719-990	Machinery parts, non-electrical, n.e.s.
722-190/200	Parts of electric apparatus and machinery of 722-110 to 722-160 and electrical apparatus for making or breaking or for protecting electrical circuits, (switchgear, etc.)
724	Spare parts for telecommunication apparatus
726	Electric apparatus for medical purposes and radiological apparatus
729	Other electric machinery and apparatus
731-700	Parts of railway rolling stock (except electric parts, internal combustion engines and parts thereof) not assignable to specific classes
732-800	Spare parts for motor vehicles excluding chassis, cylinder blocks or engines tyres and tubes
732-920	Spare parts solely for use of mopeds, autocycles, scooters and motorcycles, excluding frames
733-190	Parts of vehicles of items 733-100 and 733-400
861-990	Parts and accessories of items under 729-510; 729-590; 861-811; 861-819; 861-820; 861-960; 861-970

(9) *Open General Licence No.* 9. – This authorizes the importation of the following:

Customs Item No.	Description of Commodity
641-642	Paper and paperboard, articles made of paper or of paperboard, excluding items on the restricted list
661-834	Asbestos or fibre cement pipes
892-140	Text-books for Primary, Middle and Secondary Schools, Training Colleges and Universities

(10) *Open General Licence No.* 10. – This authorizes the importation of:

Customs Item No.	Description of Commodity
061-100/210	Beet and cane sugar

Importers desiring to place orders for items on Open General Licences 1, 2, 3, 4, 5 and 8 will not require Open General Licence Commitment Forms from the Controller of Imports and Exports, but they should inform the Bank of Ghana at least two weeks before payments for the items are due. In the case of imports under Open General Licences 6, 7, 9 and 10, Open General Licence Commitment Forms should be secured in the first instance.

No Open General Licence Commitment Forms will, however, be required for the importation, under Open General Licence 9, of Text-books for Primary, Middle and Secondary Schools, Training Colleges and Universities by the Ministry of Education, Government Recognized, Government Approved or Government Assisted Educational Institutions and Universities, but notification to the Bank of Ghana at least two weeks before payments for them are due will be required. All other importers should submit their applications for Open General Licence Commitment Forms to the Ministry of Education in the first instance. The Ministry of Education will make appropriate recommendations to the Controller of Imports and Exports.

Importers are reminded that only registered importers, i.e. those who have been registered by the Ministry of Trade as such, are permitted to import in commercial quantities any of the items on Open General Licences 4-10.

Holders of Open General Licence Commitment Forms will be required to quote the numbers on the Customs Bills of Entry and Post Office Delivery Notes where applicable.

Importers desiring to place orders for items on the Open General Licences 6, 7, 9 and 10 during the first half of 1970 should first submit to the Controller of Imports and Exports, Ministry of Trade, PO Box M.47, Accra, applications containing the following information not earlier than December 1, 1969, but not later than January 31, 1970. All such applications from Commercial as well as Industrial Importers, and Government Departments/Agencies should be forwarded direct to the Controller of Imports and Exports, Ministry of Trade, PO Box M.47, Accra.

The notice specifies the form in which applications for licences should be made.

The importation of all items not permitted under the authority of the Open General Licences is subject to the issue of Specific Licences. These are issued by the Controller of Imports and Exports on application from importers. Applications for specific licences covering imports in commercial quantities will be entertained only from importers who have been registered by the Ministry of Trade, and which are received within the prescribed period.

Special Unnumbered Licences

Special Unnumbered Licences are issued to cover the importation of goods (except those which are prohibited or restricted) for which payment has been made by the importer in the country of origin or consignment. In such cases no transfer of foreign exchange now or in the future is involved. Except in very special cases, the use of Special Unnumbered Licences for the importation of goods in commercial quantities or values is not permitted. Applications for Special Unnumbered Licence should be in the following form.

The notice specifies the form in which applications for licences should be made.

Specific Import Licences

Specific Import Licences are issued to cover imports which are not on Open General Licences. They involve the transfer of funds through the Banks to pay for the goods so imported. Only registered importers are issued with such licences for imports in commercial quantities.

Application for Specific Import Licences

The following schedule shows the groups of items in respect of which applications for specific import licences may be submitted. All applications must be received (in duplicate) not later than October 31, 1969, and must cover the requirements for *only* the first half of 1970. Applications must also be accompanied by documentary evidence regarding the payment of Income Tax, Excise Duty, Sales Tax and Social Security contributions. Where the enterprise is registered with the Registrar-General, documentary evidence regarding the fulfilment of all legal obligations should also be attached to the applications. They must be sent under Registered cover.

(a) Applications from Government Departments, Public Utility Bodies, Local Government Councils and Statutory bodies should be in the form described in paragraph 19D and should be addressed to the Principal Secretary, Ministry of Economic Affairs, PO Box M.76, Accra.

(b) Applications from Commercial Importers, i.e. Registered Importers, should be in the form described in paragraph 19A and should be addressed to the Controller of Imports and Exports, Ministry of Trade, PO Box M.47, Accra.

(c) Applications from Arms and Ammunition Importers should be in the form described in paragraph 19B and should be addressed to the Controller of Imports and Exports, Ministry of Trade, PO Box M.47, Accra.

(d) Applications from State Enterprises should be in the form described in paragraph 19C and should be addressed to the Managing Director, Ghana Industrial Holding Corporation, PO Box 2784, Accra.

(e) Applications from Industries in the Private Sector and Joint State/Private Enterprises, i.e. Industries approved or recognized by the Ministry of Industries and registered by the Ministry of Trade should be in the form described in paragraph 19C and should be addressed to the Principal Secretary, Ministry of Industries, PO Box M.39, Accra.

SCHEDULE

Group Customs Item No.	Group Description of Commodity
(1) 011/013	Meat and meat preparations
(2) 022	Milk and cream
(3) 023, 024, 091, 099	Butter, cheese, margarine and yeast
(4) 031/032	Fish and fish preparations (excluding fresh and frozen fish)
(5) 042	Rice
(6) 043/048	Cereals and cereal preparations
(7) 046	Flour
(8) 055	Vegetables, roots and tubers, preserved or prepared
(9) 061	Sugar
(10) 071/099	Coffee, chocolate, tea, spices, vinegar and substitutes
(11) 099	Baby food
(12) 112	Alcoholic beverages
(13) 332	Petroleum products
(14) 411/422	Fixed vegetable oils and fats
(15) 533	Pigments, varnishes and related materials
(16) 551/553	Essential oils, perfumes and flavour materials
(17) 554	Medicated soap, polishing and cleansing preparations
(18) 571,894-310/320	Arms and ammunition (shotguns, cartridges, percussion caps and gunpowder)
(19) 611,612-900, 629 657	Leather, leather and rubber manufactures, floor covering and tapestries
(20) 629	Outer covers and inner tubes
(21) 714, 892, 895	Office machines, printed matter and office and stationery supplies, n.e.s.
(22) 651	Textile yarn
(23) 652/656	Textile fabrics, made-up articles and related products
(24) 661	Lime, white cement and fabricated building materials, except glass and clay materials
(25) 662	Clay construction materials and refractory construction materials
(26) 674	Universals, plates and sheets
(27) 679	Iron and steel castings and forgings, unworked, n.e.s.
(28) 682-260	Tubes and pipe fittings of copper
(29) 681/682	Non-ferrous metals
(30) 693, 694, 698	Wire products, bolts and nuts and manufactures of metal, n.e.s.
(31) 696, 697	Cutlery, household equipment of base metal products
(32) 711	Power generating (except electric) machinery
(33) 712	Agricultural machinery and implements
(34) 715, 717, 719	Machinery and appliances other than electric
(35) 722/725	Electric machinery, apparatus and appliances
(36) 632	Passenger cars
(37) 733	Bicycles and other cycles
(38) 735	Fishing vessels
(39) 812	Sanitary, plumbing, heating and lighting fixtures and fittings
(40) 831	Travel goods, handbags and similar articles on the restricted list
(41) 841	Clothing (except fur clothing articles on the restricted list)
(42) 861/862	Optical and photographic goods
(43) 863	Cinematographic films developed (16 mm and over)
(44) 864	Watches and clocks
(45) 891	Musical instruments, sound recorders and reproducers and parts and accessories therefor
(46) 894	Perambulators, toys, games and sporting goods
(47) 899	Manufactured articles, n.e.s.
(48) Various	Raw materials for industry
(49) Various	Machinery for industry

(*Continued on next page*)

GHANA, *continued*

For the avoidance of doubt, these groupings do not cover items on the Restricted List. Accordingly, import licences which will be issued to cover the groups will not authorize the holders to import any of the items on the Restricted List.

Importers are strongly advised that applications should be submitted strictly in the prescribed manner. Applications which are received in a form different from the prescribed ones and those received without the proper documents will not be considered. A separate application must be submitted for each group of items in the schedule. Late applications will not be entertained. The closing date will be rigidly enforced and applicants who delay posting until the last moment, do so at their own risk.

It must be clearly understood that the submission of an application for an import licence does not necessarily carry with it an entitlement to an import licence.

The notice specifies the forms in which applications should be made for various items.

PAYMENT FOR IMPORTS

Except otherwise stated, the importation of all goods under the authority of OGLs and Specific Licences shall be on 180 days' payment terms at a rate of interest not exceeding 6 per cent. The importation of rice, sugar and jute will, however, be on sight payment terms.

The issue of import licences does not in any way imply that the supplying countries will permit the export of the goods concerned, nor does it relieve the importer of the need to comply with the various regulations affecting the importation of certain goods into Ghana or from payment of Customs Duties, Purchase Tax or any taxes imposed by law.

EXPIRY OF LICENCE

Unless specifically stated otherwise, import licences are valid for the importation of goods which leave the country of consignment or origin on or before the date of expiry of the import licence. Consignments despatched after that date are liable to be treated as illegal imports.

EXTENSION OF 1969 IMPORT LICENCES

Applications for extensions of the period of validity of import licences or Open General Licence Commitment Forms expiring on December 31, 1969, will not generally be entertained.

Where Letters of Credit have been established or orders have been confirmed against 1969 licences or Open General Licence Commitment Forms expiring December 31, 1969, but the goods have not been shipped on or prior to the expiry date of the licences or Open General Licence Commitment Forms, the 1970 import licences and Open General Licence Commitment Forms should be used to effect the necessary amendments on the relative documents covering the importation.

RESTRICTED IMPORTS

Except under special circumstances no application will be entertained for licences for the importation of the following goods:

Customs Item No.	Description of Commodity
011-100	Meat of bovine animals, e.g., beef, real fresh, chilled or frozen, except those from African countries
011-400	Poultry, killed or dressed, including canned poultry
012-110	Bacon
012-120	Ham – fresh, frozen not canned
013-400	Sausage – fresh, frozen not canned
025-010	Eggs in shells
031-110-190	Fish – fresh, chilled or frozen, not caught by Ghanaian-owned vessels
048-450	Cakes
048-490	Other bakery products
051	Fruits, fresh and nuts (not including oil nuts) fresh or dried
052	Dried fruits, including artificially dehydrated
053	Fruits, preserved and fruit preparations (except 053-310 tomato puree and paste 053-500 juices unfermented)
054	Potatoes
062-010	Sugar confectionery not containing cocoa
072	Cocoa
099	Food preparations (except 099-060 natural yeast and prepared baking powder; 099-070 vinegar and substitutes of vinegar except 099-099 baby foods)
111-000	Water (including spa water and aerated water) ice and snow; lemonade and flavoured water non-alcoholic
112	Group alcoholic beverages
122-200	Cigarettes
292-700	Cut flowers and foliage
332-120	Motor spirit (gasoline and other light oils for similar uses) including natural gasoline, n.e.s.
332-210	Lamp oil (kerosene; illumination oil)
332-310	Gas oil
332-320	Diesel oil
341-110	Butane gas
422-200	Palm oil
422-300	Coconut (copra) oil
553-200	Toothpaste
553-300	Powder
553-900	Incense on sticks
554-110	Toilet and shaving soap
554-130	Soap (common washing flake) powder and soft
554-300	Floor and shoe polishes
581-050	Polyesther foam
599-230	Mosquito coils
629-980	Foam rubber
629-010	Composition rubber sheets, rubber soles, rubber heels, rubber mats, rubber straps, and microporous sheet
631-200	Plywood and veneered sheets and panels
631-400	Artificial or reconstituted wood (improved wood and particle boards)
632-100	Boxes, canes, and parts thereof, of wood
632-710	Picture and mirror frames of wood
632-890	Other articles of wood
642-110-990	Paper bags, cardboard boxes and other containers of paper or cardboard other than colour printed paper containers
642-200	Envelopes, paper in boxes, packets, etc.
642-300	Exercise books
642-931	Toilet papers
651-410	Cotton thread, bleached, etc., not put up for retail sale
651-421	Cotton sewing thread put up for retail sale
651-429	Other cotton thread put up for retail sale
652-653	Cotton fabrics grey unbleached
653-008	Suitings of man-made fibres, spun, of a width of 50 inches and above, weighing between 6 ozs. and 13 ozs. to the linear yard
653-016	Suitings of man-made fibres continuous, of a width of 50 inches and above, weighing between 6 ozs. and 13 ozs. to the linear yard
653-210	Suitings of fabrics, woven, of wool or fine animal hair other than pile or chenille fabrics of 50 inches in width
653-970	Suitings of woven fabrics of coarse animal hair and of horse hair of 50 inches in width
656-911	Cotton towels
661-290	Cement
662-420	Roofing tiles, chimney pots and liners, etc.
664-030	Sheet (window) glass, plain unworked in rectangles (other than plate)
665-111	Bottles for beer and soft drinks
674-840	Galvanized iron corrugated sheets
684-221	Aluminium sheets
691-200	Window louvres (aluminium) assembled or unassembled
691-219	Cast iron pots
694-110	Wire nails other than roofing nails, tacks (staples of iron and steel)
694-210/220	Copper, iron and steel screws for wooden products
697-211	Domestic utensils (kitchen-ware) of iron and steel enamelled, excluding bath tube, equipment and apparatus for use in hospitals
697-212	Galvanized buckets
698-870	Soldering and welding rods
698-940	Domestic utensils of aluminium
698-860	Name plates, sign plates, etc.
742-210	Transistor radios
821	Group furniture
831-010	Travel goods (travelling bags, dressing cases, suitcases, trunks, shopping bags haversacks and similar articles) of fibre, artificial leather and canvas
841-011	Skirts and blouses
841-013	Ready-made suits for men (jackets, trousers and slacks)
841-101	Cotton shirts, not knitted nor crocheted
841-102	Shirts of man-made fibres, not knitted nor crocheted
841-019	Other outer garments
841-103	Shirts, n.e.s., not knitted nor crocheted
841-431	Singlets knit or made of knitted fabrics, sleeveless
841-432	Cotton shirts of knitted or crocheted fabric
841-433	Shirts of man-made fabrics, knitted or crocheted
841-434	Other shirts of knitted or crocheted fabrics
842-000	Articles of fur skins and artificial fur and articles thereof
851	Group footwear
891-222	Gramophone records
892-400	Greetings cards
895-110	Filing cabinets, racks and similar office equipment (excluding furniture of base metal)
895-210	Ball pens
895-930	Date, sealing and similar stamps, etc., hand-operated
899-080	Wigs
899-310	Candles
899-321/322	Matches in boxes
899-410	Sunshades and umbrellas
899-420	Walking sticks, canes, etc.
899-450	Combs, made of plastic and wood

Note. —All items under Group 841 include children's and infant wear.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Notices to importers

THE FOLLOWING notices were published in the Ghana Commercial and Industrial Bulletin of August 22, 1969:

Notice to Importers No. 318

The Ministry of Trade and Industries announces for the information of importers and the general public that with immediate effect a total ban is imposed on the importation under Special Unnumbered Licence of Item No. 652/656, Textile Fabrics, made-up Articles and related products – 'Cotton Prints' from all sources.

Any such goods imported in breach of the ban shall be subject to forfeiture and the importer renders himself liable to the penalties prescribed under the law.

Notice to Importers No. 319

The Ministry of Trade and Industries announces for the information of members of the Association of Ghanaian Importers that the following goods should not be imported on the authority of

the Sub-Allocation Permits (SAP) granted them. Banks are advised to take note of this notice.

Group Customs Item Number	Group Description of Commodity
(1) 732	Vehicles of any kind

Any inquiries relating to these notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

UGANDA

Import prohibition

STATUTORY Instrument No. 150 of 1969, published in the Uganda Official *Gazette* of September 5, announces, with effect from September 1, the External Trade (Import Prohibition) (Amendment) (No. 2) Order, 1969. The Schedule to the External Trade (Import Prohibition) Order, 1968 (published in the *Board of Trade Journal* of August 2, 1968, page 356 and subsequently amended), is now further amended by the addition of the following commodities:

Schedule

Cotton yarn, corded or combed of 30 counts and below.

Grey (unbleached) cotton fabrics of 20 counts and below in either warp or weft.

Note:

The importation of the goods specified in the above Schedule, except those which are manufactured in Kenya and Tanzania, are now prohibited.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

ALGERIA

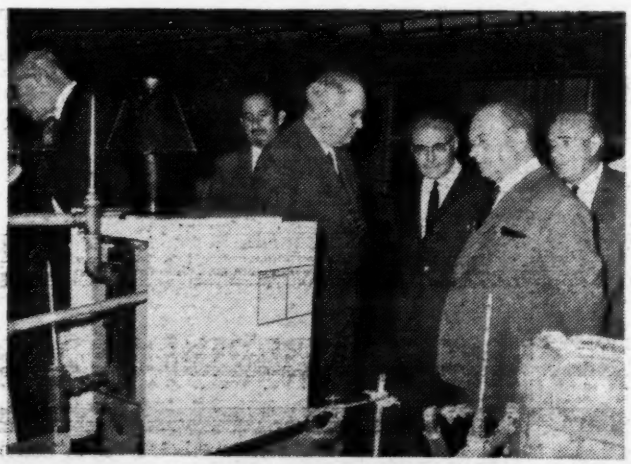
Import restrictions

THE ALGERIAN *Journal Officiel* of August 8, 1969, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tarff No.	Description
19.07 C	Toasted bread, pretzel and dietary bread
35.03 B	Other glues
35.06	Prepared glues
40.06 A	Solutions and dispersions of unvulcanized rubber

Existing orders could be admitted quota-free until July 31, 1969.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).



Fourteen members of the Central Council of the Union Belge des Installateurs en Chauffrage Central (UBIC) arrived in London recently as guests of Potterton International Limited. Accompanied by three members of Abair Potterton SA, Potterton's Belgian subsidiary, the visitors spent three days touring the Potterton factories and laboratories. The photograph shows some of the Belgian visitors seen in a section of the Potterton research and development laboratories. They are from left to right: Mr. L. W. Jastrzebski (Potterton), Mr. De Leenheer (director of UBIC), Mr. Loubriat, Mr. Limpens, Mr. Verbeke, and Mr. Everaerts.

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REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE SOUTH AFRICAN Government Gazette of September 5 has notified the following customs tariff changes:

Notice No. R.3214: provision is made for a rebate of increased duty where the Board of Trade Industries recommends it and certifies that the increase results from a tariff application not published in the Government Gazette;

Notice No. R.3215: an entrance to and exit from Tanker Berth No. 9 at Durban is appointed;

Notice No. R.3250; provision is made for a rebate of the full duty less R.260 and in addition 3 per cent for certain internal combustion piston engines incorporating gear boxes for the manufacture of road graders.

Inquiries about these notices may be addressed to the Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 471/2/3).

Investigation into machine tools industry

THE SOUTH AFRICAN Board of Trade and Industries are to inquire into and report upon the industry manufacturing machine tools commonly used in metal work (but excluding hand tools) and its economic significance to the country. Interested parties have been invited to submit representations to the Secretary, the Board of Trade and Industries, Private Bag 342, Pretoria, before October 17, 1969.

Inquiries about this notice may be addresed to the Commercial Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

DEMOCRATIC REPUBLIC OF THE CONGO (KINSHASA)

Tariff modifications: textiles

ORDONNANCE-LOI No. 69/014 has been published in Kinshasa. The object of this Ordonnance is the protection of the local textile industry by fixing a minimum entry duty, i.e. Customs plus Fiscal duties, ranging from 8K to 81K per square metre (100K = 1 Zaire = 16s. 8d. approx.).

The table below sets out the changes which have been effective since April 25 of this year:

Tariff Heading	Description	Unit	Customs duty	Fiscal duty
55.09	Other woven fabrics of cotton, unbleached:			
21	For defined industrial uses	Sq. metre	5%	5%
29	Other	Sq. metre	10%	40%
		Minimum tax 8·5 K per sq. metre		
	Bleached			
31	For defined industrial uses	Sq. metre	5%	5%
39	Other	Sq. metre	10%	40%
		Minimum tax 8·5K per sq. metre		
41	Dyed: In the piece or manufactured from dyed threads of uniform khaki colour	Sq. metre	10%	40%
		Minimum tax 8·5K per sq. metre		
42	In the piece or manufactured from dyed threads of uniform indigo colour	Sq. metre	10%	40%
		Minimum tax 8·5K per sq. metre		
43	In the piece or manufactured from dyed threads of uniform colour, other	Sq. metre	10%	40%
		Minimum tax 8·5K per sq. metre		
49	Made with threads of various colours	Sq. metre	10%	40%
		Minimum tax 8·5K per sq. metre		
51	Printed, light blue	Sq. metre	10%	30%
		Minimum tax 9K per sq. metre		
52	Other, of a width not greater than 95 cm.	Sq. metre	10%	30%
		Minimum tax 9K per sq. metre		
53	Other, of a width greater than 95 cm.	Sq. metre	10%	30%
		Minimum tax 9K per sq. metre		
56.07	Fabrics of synthetic and artificial textile fibres (discontinuous)			
20	Unbleached	Sq. metre	10%	40%
30	Bleached	Sq. metre	10%	40%
40	Dyed	Sq. metre	10%	40%
		Minimum tax 81K per sq. metre		
51	Printed, of a width not greater than 95 cm.	Sq. metre	10%	40%
		Minimum tax 9K per sq. metre		
52	Printed, of a width greater than 95 cm.	Sq. metre	10%	40%
		Minimum tax 9K per sq. metre		
60.03	Stockings, under-stockings, socks, ankle socks and the like, knitted or crocheted, not elastic nor rubberized:			
20	Of silk and synthetic and artificial textiles (continuous and discontinuous)	Pair	10%	40%
		Minimum tax 9K per pair		
30	Of wool	Pair	10%	40%
40	Of cotton	Pair	10%	40%
		Minimum tax 9K per pair		
90	Of other materials	Pair	10%	40%
		Minimum tax 9K per pair		
60.04	Under garments knitted or crotcheted not elastic nor rubberized:			
	Singlets:			
21	Cotton	Each	10%	40%
29	Others		10%	40%
	Shirts, including night shirts:			
31	In cotton	Each	10%	40%
		Minimum tax 56K per piece		
39	Other	Each	10%	40%
		Minimum tax 56K per piece		
	Other articles:			
91	In cotton	Each	10%	40%
99	Other	Each	10%	40%
61.03	Men's and boys' under-garments including collars, shirt fronts and cuffs, shirts, including night shirts:			
21	In cotton	Each	10%	40%
		Minimum tax 56K per piece		
29	Other	Each	10%	40%
		Minimum tax 56K per piece		
90	Other articles	Each	10%	40%
63.01	Clothing, clothing accessories, travelling rugs and blankets, household linen and furnishing articles (other than articles falling within heading No. 58.01, 58.02, 58.03), of textile materials, footwear and headgear in bulk, bales or similar bulk packings:			
20	Footwear	Pair	10%	40%
30	Headgear	Each	10%	40%
	Other articles:			
91	In wool or containing 50% or more of wool	Kg.	10%	20%
		Minimum tax 122K per Kg. net		
99	Other	Kg.	10%	20%
		Minimum tax 122K per Kg. net		

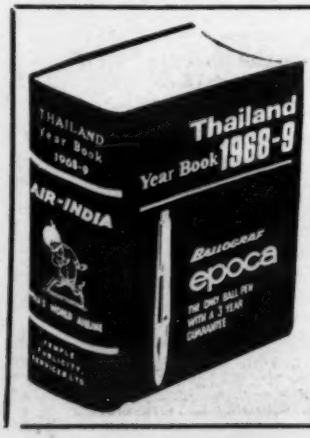
Note: Only articles to be used in the state in which they are imported will be admitted under this tariff heading.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).



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Import control: drugs

THE BOARD OF TRADE has received a copy of Ceylon Import Control Notice No. 16/69, which contains a list of all the Ayurveda, Siddha, Unani (Raw) Drugs and prepared Ayurvedic Drugs which may be imported on licences issued under Quota Item D2.

This notice supersedes all previous notices published in the *Board of Trade Journal* relating to the drugs given above.

The list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Import regulations

THE BOARD OF TRADE has received a copy of Ceylon Government *Gazette Extraordinary* No. 14,866/2, dated August 9, 1969. This gives the following Regulations made under Sections 20, 14 and 4(3) of the Imports and Exports (Control) Act, No. 1 of 1969, which came into operation on August 8, 1969:

Regulations made under section 20 of the Imports and Exports (Control) Act, No. 1 of 1969.

1. These regulations may be cited as the Import Licensing (Levying of Fees) Regulations, 1969.
2. The fee for the issue of a licence to import goods under any loan or aid agreement entered into, or guaranteed, by the Government of Ceylon on or after August 29, 1968, shall be at the rate of 20 per centum of the value specified on such licence.

Regulations made under sections 14 and 20 of the Imports and Exports (Control) Act, No. 1 of 1969.

1. These regulations may be cited as the Import Licensing (Special Provisions) Regulations, 1969.
2. No person, other than the Government of Ceylon, or a person belonging to any class of persons, specified in the Schedule hereto shall import into Ceylon any goods from any country whatsoever.

SCHEDULE

Persons or class of persons

Regulation 2

1. Any individual, partnership, or limited liability company or other concern registered on or after May 5, 1968, as an importer by the Department of Imports and Exports.
2. Any individual, partnership, or limited liability company or other concern approved or registered as an industry or an industrialist by or on behalf of the Minister of Industries and Fisheries.
3. Any person other than a person specified in this Schedule who is an applicant for a licence to import goods for a personal and non-commercial purpose.
4. Any foreign diplomatic mission, diplomatic personnel, or any other foreign agency, or any undertaking involving foreign participation, specially approved by the Minister.

Regulations made under sections 4 (3) and 20 of the Imports and Exports (Control) Act, No. 1 of 1969.

1. These regulations may be cited as the Import (Exemption) Regulations, 1969.
2. Subject to the provisions of regulation 3, the following classes of goods may be imported into Ceylon without the authority of a licence issued by the Controller:
   (1) Goods up to the value of Rs.250 c.i.f., excluding sarees, suitings or textiles, unless the sarees, suitings or textiles are brought into Ceylon as part of the baggage of an incoming passenger.
   (2) Goods, other than fabrics (cotton or other), up to the value of Rs.1,000 c.i.f., if such goods are allowed to be imported under Open General Licence or Trade Quota Licence.
   (3) Trade samples which are sent free by trading establishments abroad to their local agents who advertise such goods as are allowed to be imported on Open General Licences, or otherwise:

(*Continued on next page*)

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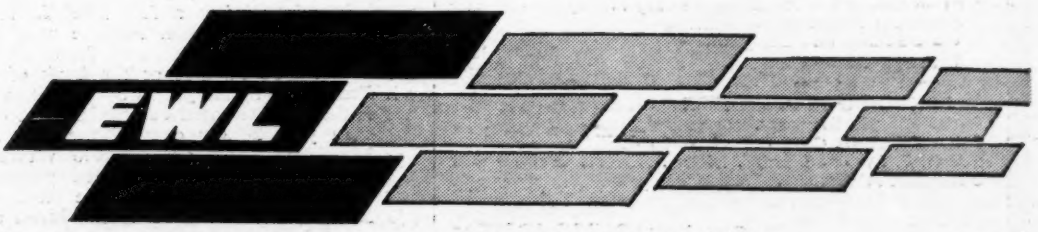

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CEYLON, *continued*

Provided that the c.i.f. value of any single consignment of such trade samples does not exceed Rs.1,000.

(4) Goods re-imported against a re-importation certificate issued by the Principal Collector of Customs.

(5) Consignments of books, pamphlets, periodicals and newspapers not exceeding Rs.100 c.i.f.

(6) Personal baggage (accompanied or unaccompanied), of incoming residents and tourists, determined at the discretion of the Principal Collector of Customs.

3. The import of the goods referred to in paragraphs (1) and (2) of regulation 2 shall be subject to the following conditions:

(a) the goods are bone fide gifts not involving any remittance abroad of foreign exchange.

(b) the goods are imported bona fide for the personal use of the recipient;

(c) the goods are not imported in commercial quantities, or for sale; and

(d) any such import may be disallowed if such import involves any abuse of these regulations, or if it is not in the public interest to allow such import.

This notice amends the *Board of Trade Journal* notices of May 17, 1968 (pages 1552/3) and September 13, 1968 (page 742).

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Import licensing of drugs

CEYLON IMPORT CONTROL NOTICE No. 15/69 contains an additional list of proprietary products approved by the Veterinary Formulary Committee which may be imported on licences issued under Quota Item D.3, and under the terms given in Import Control Notice No. 25/64 published in the *Board of Trade Journal* dated January 15, 1965, page 136.

The list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

JAPAN

Remittance of funds abroad

THE JAPANESE Ministry of Finance has announced a relaxation of some of the regulations on the remittance of funds abroad. These were announced on August 25, 1969, and came into force on September 1, 1969. This relaxation has abolished remittance restrictions in all but a few specialized sectors which are not described in detail here. Anyone with particularly specialized interest in the precise details of the controls is advised to contact the Ministry of Finance or the Bank of Japan.

1. *Remittance of the profits of Yen-based companies*
Hitherto, Yen-based companies have only been able to remit each year 20 per cent of their profits accumulated before March 31, 1964 or Y720,000 whichever was greater. The balance of these accumulated profits held in non-resident deposit accounts may now be remitted in full, through the Bank of Japan. Profits of Yen-based companies earned since April 1, 1964 remain remittable *in toto*.

2. *Reduction in the number of non-resident deposit accounts*
Hitherto, foreign residents in Japan have had to use non-resident deposit accounts for the deposit of Yen funds which they have been unable to convert freely into foreign currency. Foreign residents are now able to convert the entire Yen balance as at July 31, 1969 in these accounts into foreign currency, or transfer it to free-yen accounts.
One important qualification however concerns Government or industrial bonds etc. which were purchased with non-convertible Yen. The proceeds of the sale of these bonds after July 31, 1969, appears to be remittable only at the annual rate of 30 per cent of the total or Y720,000, whichever is the greater. Those who may be affected by this regulation would be well-advised to check the position with the Japanese authorities or a qualified financial adviser.

3. *Future regulations for non-resident deposit account balances*
It will not be necessary in the future for the following funds to be deposited in a non-resident deposit account:

(a) Funds accruing from the liquidation of existing Yen-based branch offices;

(b) Funds accruing from the sale of Yen-based shares;
(c) Funds accruing from the sale of property purchased with Yen for residential purposes.

These may now be remitted in foreign currency or transferred to free-yen accounts.

4. *Remittance of salary, remuneration, or wages by a foreign resident in Japan*
The Government has abolished the present requirement by which remittances of salary etc. by foreign residents in Japan are only permitted if the recipient is a close relative of the remitter, and uses the remittances for living expenses. In future foreign residents may remit their ordinary income to their home country in foreign currency at regular intervals through the Bank of Japan. The restrictions on the relation of the recipient have been removed. At the same time, the limit set on the value of assets which a foreign resident in Japan may take with him when he leaves Japan, has been raised from $10,000 to $50,000.
5. *Remittance of dividends on Yen-based shares*
Hitherto the remittance in foreign currency of dividends earned on Yen-based shares before March 31, 1964, has only been permitted at the rate of 20 per cent or Y720,000 each year, whichever was greater. In future, the remittance of these dividends in full in foreign currency will be permitted through the Bank of Japan.

Any inquiries about this notice should be addressed to Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3457).

MALAYSIA

Advance information on imposition of new import duties

THE BOARD OF TRADE has been informed by cable from Kuala Lumpur, Malaysia, that the Malaysian Government has announced the imposition of new import duties and increases on existing ones for the following items:

Item	Duty
Chocolates and cocoa products	From 30 cents to Malaysian Dollars 1·60 per lb.
Jams, and fruit preparations	From 30 cents to 60 cents per lb.
Canned fruits	From 30 cents to 60 cents per lb.
Canned vegetables	From 20 per cent to 40 per cent.
Biscuits (including pastry and cakes)	From 11·20 Malaysian dollars per cwt. to 50 per cent or 30 cents per lb.; whichever is the higher.
Locks, padlocks and hinges	From Nil to 40 per cent or 1 Malaysian dollar each.
Furniture (steel type)	From 30 per cent to 50 per cent.
Furniture (other)	From 25 per cent to 50 per cent.

Other products include: weighing machines, bolts and nuts, grinding wheels, centrifugal pumps, diesel engines, gas stoves and cookers, conveyor belts, outboard motors, light vessels, telephone equipment, rubber gloves and rubberized coir.

The telegram also states that eight further products will be granted Pioneer status or investment tax credits.

More detailed information will follow.

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Room E.47, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/472/473).

SINGAPORE

Customs tariff changes

THE SINGAPORE *Government Gazette* dated September 5, 1969, publishes the Customs Duties (Amendment No. 7) Order, 1969, which amends the Schedule to the Customs Duties Order 1968, by the addition of the following in their appropriate places:

Code	Description	Unit of quantity	Customs duty		
			Full	Preferential	Excise
725 036-3	Stand fans	Number	$6 per piece	$6 per piece	Nil
812 600	Toilet cisterns of other materials	Ton	$8 each	$8 each	Nil

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Room E47, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/472/473).

NEW ZEALAND

Emergency Protection Authority reports

COPIES of the following New Zealand Emergency Protection Authority reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
59.11.09 59.11.29	Rubberized upholstery fabrics.
39.07.56	Plastic urinal bottles.
48.01.10	'Bulky' newsprint.
84.35.01	Silk screen printing machines.

NEW ZEALAND, *continued on next page*

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NEW ZEALAND, *continued*

Customs tariff inquiry: canned pineapple

THE MINISTER of Customs in New Zealand, has requested the New Zealand Tariff and Development Board to extend its inquiry to cover all pineapple classified in Tariff item 20.06.13; that is all pineapple covered by the description in Tariff heading 20.06 'Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit.'

Notice of the original inquiry was given in the *Board of Trade Journal* of September 3, 1969, page 654.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting the reference CRE 770/69.

Customs tariff inquiry: paint mixers

THE NEW ZEALAND Tariff and Development Board has announced that the public inquiry into import duties affecting Paint Mixers (or Stirrers) (Ex Tariff Item 82.05.09) set down for Tuesday, September 16, 1969 was not held. Notice of this inquiry was given in the *Board of Trade Journal* of July 16, 1969, on page 183.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 755/69.

UK producers' representations to TDB and EPA

THE NEW ZEALAND Government set up the Tariff and Development Board and Emergency Protection Authority in 1961 and 1967, respectively.

The Tariff and Development Board is the main statutory body advising the New Zealand Government on the permanent Customs Tariff. The Emergency Protection Authority exists to consider cases where urgent holding action may be necessary to protect New Zealand industry against imported goods pending long-term provision in the tariff. (It is particularly used in conjunction with the New Zealand Government's measures steadily exempting goods from import licensing.) Details of references to both authorities are published in the *Board of Trade Journal*.

Under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, United Kingdom producers are entitled to full rights of audience before any body constituted by the New Zealand Government to advise regarding the Customs Tariff. United Kingdom firms may make representations direct or ask their agents in New Zealand to do so on their behalf. Trade associations may likewise make representations. An additional source of assistance is the British Trade Association of New Zealand which is knowledgable on New Zealand tariff legislation procedures and is ready to represent United Kingdom interests either individually or collectively. Its service can be particularly valuable when examination of applications proceeds beyond mere receipt of representations which is the normal situation with Tariff and Development Board inquiries.

The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Inquiries should be addressed to the Director, British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand. Telegraphic address: Transtrade. Telephone: Wellington 43-706.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext,* 6147).

Tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on August 22, 1969:

Tariff Item	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General
Chapter 56					
Man-made fibres (discontinuous)					
56.05	Yarn of man-made fibres (discontinuous or waste), not put up for retail sale:				
	Of synthetic fibres:				
	Other yarn and thread:				
	Other kinds:				
	Not containing sheep's or lambs' wool or fine animal hair:				
	Other:				
56.05.17	Of acrylic (including modacrylic) fibres	lb.	15%	25%	55%
56.05.18	Other kinds	lb.	Free	..	10%

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Import licences for drill presses and thicknessers

THE NEW ZEALAND Minister of Customs has announced that 'If you are holding an administrative basic licence for item code 84.370 the Department will, if you wish, endorse it as available for drill presses exceeding ¾in. capacity. At present such licences can be used only for drill presses exceeding 2in. capacity. Similarly, if you hold a basic licence for item code 84.380 (the woodworking machinery heading) your licence will, on request, be made available for drill presses exceeding 1¼in. capacity. At present you can only import drill presses over 1¾in. on these licences. You may also have your 84.380 basic licence endorsed to enable you to import thicknessers 16in x 4¼in. and over. These licences at present cover only machines 24in. x 9in. and over.'

Any inquiries regarding this notice should be addressed to the Commercial and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting the reference CRE 47/69.

Import licences for spirits and spirituous mixtures, etc.

THE NEW ZEALAND Minister of Customs has announced that increased licences are to be issued for the spirits and spirituous mixtures, liqueurs and other goods coming within Item Code 22.105. At the same time provisions will be made for new entrants who are holders of wholesale wine and spirit licences.

The basis of allocation is:

(a) Existing licence holders with a basic licence in excess of $400 will receive an additional 10 per cent.

(b) Existing licence holders with a basic licence of less than $400 will receive an amount sufficient to bring them up to a total of $400, or 10 per cent of their present licence whichever is the greater figure.

(c) Holders of wholesale wine and spirit licences and licensing trusts without any licence at present will receive $400.

All these licences will be granted on application and will qualify for future allocation.

Any inquiries regarding this notice should be addressed to the Commercial and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting the reference CRE 47/69.

Import licences for machine tools for working wood, etc.

THE NEW ZEALAND Minister of Customs has announced that: 'the allocation for item code 84.380 has been changed from "105 per cent imports under 1968 licences" to "105 per cent 1968 licences". You should apply to The Collector of Customs for any additional licence resulting from this change.'

Any inquiries regarding this notice should be addressed to the Commercial and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting the reference CRE 47/69.

Import licences for sports goods

THE NEW ZEALAND Minister of Customs has announced that: 'on application, the Collector will issue an additional 33⅓ per cent of your 1969/70 basic licences for sports goods.

This increase applies both to item codes 97.130 and G.409.

The licences will qualify for the assessment of any future allocation.'

Any inquiries regarding this notice should be addressed to the Commercial and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting the reference CRE 47/69.

Import licensing exemption of oiled paper, etc. for artists

THE NEW ZEALAND Minister of Customs has announced that the proposal to exempt oiled paper and drawing paper, in blocks, for artists will not be proceeded with.

Certain problems have arisen over defining the goods actually covered by the proposed exemption.

Formal notification of this decision will be published shortly in the New Zealand *Gazette*.

Any inquiries regarding this notice should be addressed to the Commercial and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting the reference CRE 47/69.

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE FOLLOWING products have been declared 'pioneer products' for the purposes of the Trinidad and Tobago Aid to Pioneer Industries Ordinance, 1950:

Scouring powders.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 778, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19, Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

ARGENTINA

Imports of newsprint

TO FINANCE the construction of a projected newsprint plant (see *Export Service Bulletin* of September 11), the Argentine Government have set up a development fund, revenue for which will be raised by a levy of 10 per cent import duty on imported newsprint with effect from August 1, 1970 until such time as the plant is in operation. To avoid stockpiling, imports of newsprint between August 1, 1969 and August 1, 1970 must not be more than 20 per cent above the annual rates of imports between August 1, 1967 and August 1, 1969.

DOMINICAN REPUBLIC

Agents' commissions

BY Dominican Republic Resolution adopted on June 19, 1969 and effective from August 18, 1969 the Banco Central requires that on merchandise imported into the Dominican Republic under sight or time draft terms the supplier must instruct the collecting bank to pay agents' or representatives' commissions in local currency, the amount of commission accruing to be deducted from the draft before the remittance is forwarded to the supplier. When the overseas supplier does not have an agent in the Dominican Republic the importer will be under the obligation to extend a certificate in this respect and remit it to the collecting bank with the shipping documents which accompany the draft or acceptance.

Inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

MINING EQUIPMENT FOR CANADA

Mr. Alan Walmsley (seated centre), managing director of Fletcher Sutcliffe Wild, signs a contract under which between £3 million and £4½ million worth of British engineered mining equipment will be exported during the next four years to McIntyre Porcupine Mines for use in Alberta, Canada. On his right is Mr. D. L. R. Ireland, FSW finance director, and on his left is Mr. Alan Moore of Glyn, Mills and Co., who negotiated the financial agreement.

PHILIPPINE VISITORS

Visitors from the Philippines toured the Ford Tractor Plant at Basildon recently. Colonel Julian Chaves and Jose Hautea of Calinog-Lambunao Sugarmill Inc. with Enrique Galan – president of Philippine Portland Cement Co. Inc. – made Ford Tractors their first stop before embarking on an extensive tour of Europe and the United States. Seen here, from left to right, are: Miss Galan, Enrique Galan, Colonel Julian Chaves and Jose Hautea.

CHILE

Custom schedule amendments (1)

THE FOLLOWING items became subject to an additional Chilean 10 per cent *ad valorem* duty with effect from August 12, 1969. New rates of duty are shown:

Tariff Item	Details	Specific duty Gold pesos	*Ad val.* duty
01.01.01.01	Pure-bred horses, intended for breeding purposes	Free	60%
01.06.01	Other pure-bred animals, intended for breeding purposes	Free	105% (Exempt from duty until Jan. 1, 1970
05.02.02	Hair, including waste of such hair	KL 5·00	95%
05.08	Bones and horn-cores, unworked, defatted, simply prepared (but not cut to shape), treated with acid or degelatinized; powder and waste of these products	KG Free	80%
12.01.03	Castor oil seeds	KG Free	70%
12.01.99	Other oil seeds and oleaginous fruit	KG Free	70%
15.13	Natural sponges	KN. 45·00	115%
21.07.99	Other food preparations, not elsewhere specified	KL 6·00	115%
32.10	Artists', students' and signboard painters' colours, modifying tints, amusement colours and the like, in tablets, tubes, jars, bottles, pans or in similar forms or packings, including such colours in sets or outfits, with or without brushes, palettes or other accessories	KL 10·00	55%
32.13.03	Inks for ballpoint pens	KL 4·00	105%
32.13.04	Printing ink for cellulose wrapping paper	KG 1·00	115%
35.05.99	Other dextrins and dextrin glues, etc.	KG 1·00	115%
37.01.99.99	Other photographic plates and film	KG 20·00	75%
37.02.02.99	Other film, in rolls	KG 20·00	75%
37.05	Plates, unperforated film and perforated film (other than cinematograph film) exposed and developed, negative or positive	KL 33·00	115%
39.01.99.03	Reflecting sheets and strip	KG 10·00	110%
39.02.99.03	Reflecting sheets and strip	KG 10·00	115%
39.03.99.03	Reflecting sheets and strip	KG 2·50	115%
39.07.04	Polyvinylidene chloride bags	KG Free	125%
39.07.05	Plastic cops and bobbins for the textile industry	KG Free	120%
40.08.01.01	Rubber plates, sheets and strip of a minimum thickness of 1 mm.	KG 6·50	90%
40.09.01.99	Other rubber piping and tubing, for industrial uses	KG 5·00	110%
44.26	Spools, cops, bobbins, sewing thread reels and the like, of turned wood	KG 0·40	115%
45.03.02.99	Other cork stoppers	KG 3·00	110%
48.70.01.01	Parchment between 16 and 30 cms. in width, for spinning machines	KG 2·00	70%
48.07.03.04	Impregnated paper for use as electrical insulation for the manufacture of decorative sheets	KG Free	115%
48.20	Bobbins, spools, cops and similar supports of paper pulp, paper or paper board (whether or not perforated or hardened)	KG 2·00	310%
51.02	Monofil, strip (artificial straw and the like) and imitation catgut of man-made fibre materials	KG 5·00	115%
52.03.01.01	Alpaca hair, not carded or combed	KG 3·00	115%
53.05.01.03	Tops of Angora or camel hair	KG 1·00	70%
58.05.01.01	Narrow woven fabrics of synthetic fibres for use in reforcing V-belts	KG Free	55%
59.14.01	Incandescent gas mantles	KL 10·00	115%
60.06.01.02	Knitted or crocheted fabrics, elastic or rubberized, of cotton or flax	KL 20·00	125%
68.06.99	Other abrasive papers or fabrics	KG Free	115%
70.10	Carboys, bottles, jars, pots, tubular containers, and similar containers, of glass, of a kind commonly used for the conveyance or packing of goods; stoppers and other closures, of glass	KG 2·00	115%
70.14.03	Illuminating glassware for lamps	KG 3·00	115%
71.03.01.99	Other synthetic or semi-precious stones, for use in industry	GN 6·50	140%
73.20.01	Tube and pipe fittings of alloy steel	KG Free	80%
73.20.99.01	Tube and pipe fittings, of iron or steel, with metal cladding	KG 2·00	80%
73.20.99.99	Other	KG 1·50	80%
73.20.99.99	Clamps and turnbuckles for cables, of iron or steel	KG Free	145%
79.02.99	Other bars, angles, shapes and sections of zinc	KG Free	115%
83.02.99.99	Other base metal fittings for furniture, etc.	KG 2·00	115%
83.03	Safes, strong boxes, armoured or reinforced strong-rooms, strong-room linings and strong-room doors, and cash and deed boxes, and the like, of base metal	KG 2·50	115%
84.11.99	Other pumps, compressors, fans, etc.	KG 0·20	100%
84.18.80.01	Filtering and purifying elements for engines	KG 2·00	100%
84.23.80.01	Blades for motor-scrapers	KG 0·45	100%
84.29.01.01	Rotary-disc grinders	KG 0·20	65%
84.29.01.02	Flour extractors	KG 0·20	60%
84.30	Other machinery for the confectionery industry	KG 0·20	100%
84.30.99	Other machinery for the food and drink industries	KG 0·20	100%
84.45.02.09	Other sawing machines	KG Free	55%
84.45.03.09	Other drilling and boring machines	KG 0·20	60%
84.45.06.02	Cam-type presses of working capacity of more than 45 metric tons but less than 70 metric tons	KG 0·20	110%
84.47.01.02	Sandpapering machines	KG Free	70%
84.47.03.01	Copying lathes with integrating system and automatic lathes, both for working wood	KG Free	60%
84.47.04.03	Alternating sawing machines	KG Free	70%
84.47.04.99	Other sawing machines	KG Free	70%
84.47.05.01	Bench or column drilling machines with a capacity for boring steel up to 40 mm. in diameter	KG Free	140%
84.47.05.99	Other drilling machines	KG Free	100%
84.59.99.99	Other machines not elsewhere specified	KG 0·20	100%
84.60.01	Moulds for the plastic industry	KG 0·45	100%
85.01.05.01	Inductors for low tension lamps (fluorescent tubes, mercury vapour lamps and the like)	KG 0·45	110%
85.02.01	Electro-magnets	KG 0·35	100%
85.03.01.01	Dry cells of a diameter of 7·5 to 15·15mm. and a height not exceeding 29 mm.	KG 1·00	115%
85.03.01.02	Dry cells of a diameter of more than 60 mm.	KG 1·00	115%
85.09.99	Other electrical lighting and signalling equipment for motor vehicles	KG 0·20	55%
85.11.03.02	Rotary and straightening type welding, brazing and soldering machines	KG 0·20	100%
85.19.80.02	Parts for industrial switches	KG 1·00	115%
85.20.01	Discharge lamps	KG 1·00	115%
85.21.04	Photocells	KG 5·00	115%
87.07.01	Works trucks	KG 0·20	100%
90.02.01	Lenses	KL 9·00	110%
90.02.99	Prisms, mirrors and other optical elements	KL 6·50	70%
90.16.01.99	Other drawing, marking-out and mathematical calculating instruments	KL 6·50	120%
98.02.80	Parts for slide fasteners	KG 1·00	115%
98.03.80.01	Points and metal heads for ball point pens	KL Free	160%

Customs schedule amendments (2)

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

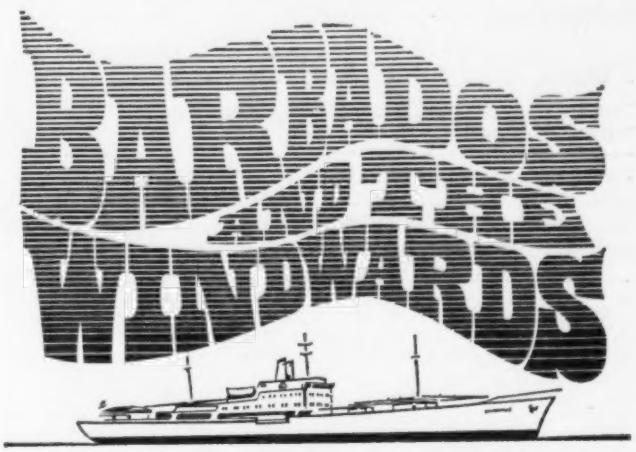
Tariff Item	Details	Specific Duty Gold pesos	*Ad val.* duty
12.07.01	Nux vomica seed sand Kola nuts	KL 0·40	50%
12.07.02	Ergot of rye	KL Free	30%
12.07.03.01	Medicinal flowers in powder form	KL 2·30	16%
12.07.99.01	Other parts of plants in powder form	KL 2·30	16%
12.08.01	Locust bean flour	KG 0·30	35%
13.01	Raw vegetable materials of a kind used primarily in dyeing or tanning	KG 2·00	40%
13.02.03	Resins	KG 0·60	60%
13.02.99	Other gum resins, etc.	KL 2·00	50%
13.03.01.97	Tinctures	KG 2·30	15%
13.03.01.99	Other saps and extracts	KL 8·00	15%
13.03.99.99	Other pectic substances, mucilages and thickeners derived from vegetable products	KG 0·45	65%
15.05.01	Lanolin	KG 2·00	40%
15.10.02	Tall oil fatty acids	GMQ Free	55%
23.07	Sweetened forage; other preparations of a kind used in animal feeding	KG Free	65%
27.10.01.99	Other solvent hydrocarbons	KG 0·30	60%
30.05.05.01	Amalgams and alloys of precious metals for dental fillings and cements	GL 0·30	65%
30.05.05.02	Amalgams and alloys of base metals for dental fillings and cements	KN 13·00	65%
30.05.05.03	Gutta percha for dental fillings and cements	KG 1·30	65%
32.09.02.01	Antifouling paint	KG 2·00	60%
34.07	Modelling pastes (including those put up for children's amusement and assorted modelling pastes): preparations of a kind known as dental wax or as 'dental impression compounds,' in plates, horseshoe shapes, sticks and familiar forms	KL 0·60	70%
35.03.02	Glues derived from bones, hides, nerves, etc.	KG 2·00	75%
35.06.99	Prepared glues not elsewhere specified	KG 1·00	110%
37.03.99	Other sensitized paper, paperboard and cloth	KG 4·00	70%
38.05	Tall oil	KG Free	70%
38.17	Preparations and charges for fire extinguishers; charged fire extinguishing grenades	KG Free	110%
38.19.10	Carbon and carbonaceous pastes for electrodes	KG 0·20	75%
38.19.12	Ion exchangers	KG Free	100%
39.01.99.04	Polyester sheets up to 0·36 mm. in thickness	KG Free	95%
39.02.01.01	Polyacrylic emulsions and/or dispersions consions containing a certain quantity of waxy substances and/or albuminoids	KG Free	80%
39.02.02.01	Ion exchangers	KG Free	100%
39.02.99.01	Polyvinyl butyral in sheet form and polytetrafluoroethylene	KG Free	80%
39.02.99.04	Artificial sausage casings of polyvinyledene chloride	KG Free	110%
39.03.99.06	Artificial sausage casings of regenerated cellulose	KG Free	110%
39.03.99.07	Cellulose acetate in plates	KG 2·50	45%
39.05	Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber)	KG 0·50	85%
39.06	Other high polymers, artificial resins and artificial plastic materials, including alginic aicd, its salts and esters; linoxin	KG Free	90%
39.07.01	Tubes, pipes, and their fittings, of plastic	KG 5·00	80%
39.07.99	Other articles of plastic	KG 30·00	80%
40.03	Reclaimed rubber	KG 0·25	75%
40.11.01.02	Reinforced bicycle tyres	KG Free	110%
40.13.02	Rubber gloves	KG 3·00	65%
40.14.01.01	Joints of unhardened vulcanized rubber	KG 8·00	45%
40.14.01.99	Other technical articles of unhardened vulcanized rubber	KG 1·00	70%
45.04.01	Plates of agglomerated cork	KG 1·00	60%
48.01.03	Paper paperboard in rolls or sheets, machine-made for the manufacture of carbon, blueprint and stencil paper	KG Free	100%
48.01.07	Whatmann type paper for drawing	KG 2·00	70%
48.07.01.02	Baryta paper in rolls or sheets	KG 0·50	65%
48.07.04	Compressed paperboard, embossed or with relief drawings on one surface, and covered with a coat of enamel paint	KG Free	120%
48.08	Filter blocks, slabs and plates, of paper pulp	KG 1·00	70%
48.15.05	Parchment paper, cut to size or shape	KG 2·00	65%
48.15.06	Gummed paper, cut to size or shape	KL 5·00	75%
48.21.04	Cards for accounting machines	KL 5·00	65%
49.05	Maps and hydrographic charts of all kinds	KG Free	65%
53.02.01.02	Angora or camel hair, not carded or combed	KG 3·00	60%
54.04.01	Flax or ramie yarn, for surgical sutures	KG Free	80%

Tariff Item	Details	Specific duty Gold pesos	*Ad val.* duty
59.01.01.99	Other wadding and articles of wadding	KL 1·00	65%
59.14.99	Other wicks of textile materials	KL 5·00	60%
59.17.99.01	Cords of a kind commonly used in machinery or plant	KG 1·00	75%
60.06.02.99	Other articles of elastic or rubberized knitted or crocheted fabric	KL 30·00	60%
68.06.01	Abrasives for wet smoothing	KG Free	80%
68.13.01	Asbestos fibres	KG 0·10	45%
68.13.03	Asbestos plates	KG 0·65	70%
68.13.99	Other fabricated asbestos	KG 0·35	45%
68.15	Worked mica and articles of mica, including bonded mica splittings on a paper or fabric support	KG 4·00	70%
69.03	Other refractory goods	KG 0·60	60%
70.15	Clock and watch glasses and similar glasses	KL 20·00	60%
70.17.02	Glass ampoules for serum and the like	KL 8·00	75%
70.19.99	Other glass beads, etc.	KL Free	210%
70.20.99	Glass fibre yarns, fabrics and articles	KG 7·00	60%
71.05.01.02	Silver as powder or small strips	GN Free	35%
73.05.01	Iron or steel powders	KG Free	85%
73.10.99.99	Other bars and rods of iron and steel	KG 0·20	60%
73.14.01.99	Other iron or steel wire, with metal cladding	KG 1·00	50%
73.14.99	Other iron or steel wire	KG 0·40	50%
73.17	Tubes and pipes of cast iron	KG Free	90%
73.18.01.99	Other tubes and pipes and blanks therefor, of iron or steel, with metal cladding	KG Free	100%
73.27.01	Gauze, cloth, grill, fencing, reinforcing fabric and similar materials of alloy steel wire	KG Free	80%
73.27.99	Other iron or steel gauze, cloth, etc.	KG 0·50	110%
73.28	Expanded metal of iron or steel	KG Free	90%
73.31.01.01	Shoeing nails	KG Free	110%
73.40.04	Affixing points for shoes	KG 1·00	110%
73.40.05	Fasteners for transmission belts and belting	KG Free	70%
73.40.07	Shackles and lugs	KG Free	90%
74.02	Master alloys	KG Free	50%
74.04.01	Wrought plates, sheet and strip, of copper	KG Free	80%
74.11	Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials (including endless bands) of copper wire	KG Free	70%
75.03.01	Wrought plates, sheet and strip, of nickel	KG Free	70%
75.03.02	Nickel powders and flakes	KG Free	70%
75.04	Tubes and pipes and blanks therefor, of nickel; hollow bars, and tubes and pipe fittings of metal	KG Free	85%
76.05	Aluminium powders and flakes	KG 2·00	70%
76.10.99	Containers of a capacity of less than 300 litres, of aluminium	KG 4·00	60%
76.13	Gauze, cloth, grill, netting reinforcing fabric and similar materials, of aluminium wire	KG Free	85%
77.02	Wrought bars, rods, angles, shapes and sections, of magnesium; magnesium wire; wrought plates, sheet and strip, of magnesium; magnesium foil; raspings and shavings of uniform size; powders and flakes of magnesium; tubes and pipes and blanks therefor, of magnesium; hollow bars of magnesium	KG 3·00	60%
78.04.01	Lead powders and flakes	KG 0·60	60%
79.01.02	Zinc waste and scrap	KG 0·10	60%
79.03.02	Zinc powder and flakes	KG Free	70%
79.06.01	Woven wire of zinc	KG 3·00	60%
80.04.01	Tin powders and flakes	KG 4·00	60%
82.04.01	Anvils	KG Free	70%
83.01.01.01	Locks for safes	KL 6·00	60%
83.05.01	Staples	KG Free	90%
83.07.04	Special lamps for illuminating the operating table in operating theatres	KG Free	70%
83.15	Wire rods, tubes, plates, electrodes and similar products, of base metal, etc.	KG 2·00	60%
84.06.99.99	Other internal combustion piston engines	KG 0·25	65%
84.08	Other engines and motors	KG 0·35	50%
84.12.01	Air conditioning machines	KG 0·35	65%
84.13.01.01	Burners for pulverized coal	KG 0·35	75%
84.20.02	Integrating machinery for industry	KG Free	80%
84.32.01	Bookbinding machinery and apparatus	KG 0·20	65%
84.40.01.01	Machinery for washing, bleaching, dyeing, cleaning, drying, dressing and finishing fabrics	KG 0·20	65%
84.47.99	Other machines tools for working wood, etc.	KG Free	50%
84.49.99.01	Chain saws	KG Free	105%
84.50.01	Gas-operated welding, brazing, cutting and surface-tempering appliances	KG 0·20	65%
85.01.02.99	Other electric motors	KG 0·30	60%
85.02.02	Permanent magnets	KG Free	110%
85.04.80.02	Separator plates for accumulators	KG 1·00	65%
85.19.80.99	Other parts for switchgear, etc.	KG 0·60	60%
85.24.03	Lamp carbons	KG 0·20	75%
85.24.99	Other carbon articles	KG 0·20	60%
87.07.80	Parts for works trucks, etc.	KG 0·80	95%
90.01.01.01	Bifocal lenses	KL 6·00	80%
90.07.01.02	Cameras weighing over 100 kilos each	Free	65%
90.07.80.99	Parts for photographic flashlight apparatus	KL 0·60	65%
90.07.99	Photographic flashlight apparatus	KL 2·00	95%
90.16.01.01	Pantographs	KL 3·00	65%
90.16.02.04	Dynamic or static balancing apparatus for mechanical parts	KL Free	100%
	Insert the following sub-headings to 84.15.02 (Refrigerators).		
84.15.02.01	Of a h.p. or more	KG Free	75%
84.15.02.99	Other	KG Free	70%

(CHILE, *continued on next page*)

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.



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CHILE, *continued*

Permitted Import List amendments

THE FOLLOWING amendments to the Chilean Permitted Import List were made recently:

Page	Item No.		Percentage of prior deposit
89	48.16	Other containers made of paper and/or cardboard	10,000
93	51.01	Synthetic fibre yarns of continuous polyester and polyacrylate filaments	40
		Nylon thread and the like	40

In addition a large number of items were exempted from payment of prior deposit. Details may be obtained from Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

UNITED STATES

Labelling of articles for use in repairing dentures

THE UNITED STATES Food and Drug Administration has published an interpretive statement relating to over-the-counter sales of denture reliners, repair kits, pads and cushions. The statement requires a warning in the labelling of these items limiting their use to emergency and temporary purposes and to include full information permitting the layman to understand the limitations of usefulness involved and the importance of adhering to the warnings.

Copies of the statement may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 9.9.69).

Imports of therapeutic serum

THE UNITED STATES Bureau of Customs has given notice of an amendment to the Customs Regulations relating to the importation of viruses, serums, toxins, antitoxins and analogous products for use in treatment of man.

Details may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 12.9.69).

Certification of cargo containers for transport under customs seal

THE UNITED STATES *Federal Register* has announced proposed regulations on the certification of containers moving in international trade under customs seal. The new regulations are to implement the provisions of the Geneva TIR and Customs Conventions. The United States Coast Guard have invited comments on these proposals by October 15, 1969.

Full details of the standards and requirements for containers, their security and sealing may be obtained from the CRE Department, Room 433, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404) (Ref. FR 4.9.69).

Hazardous substances

THE BOARD OF TRADE JOURNAL of July 23, 1969, gave notice of a proposal of the United States Commissioner of Food and Drugs to exempt certain model rocket propellent devices designed for use in lightweight recoverable and reflyable model rockets from being classified as 'banned hazardous substances' under the United States Federal Hazardous Substances Act. The proposal has been adopted with effect from September 9, 1969.

Further details can be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 13.9.69).

Motor vehicle safety standards: Nos. 109 and 110

THE UNITED STATES Federal Highways Administration has announced further amendments to the tables in appendix A of Standard 109 relating to new pneumatic tyres and Standard 110 relating to tyre selection and rims.

These amendments are due to become effective on October 13, 1969.

Further details can be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 13.9.69).

'Guides for the Watch Industry'

THE *Board of Trade Journal* of August 20, 1969 gave notice of the United States Federal Trade Commissioner's proposed revision of Guide 10 of the 'Guides for the Watch Industry', which relates to the disclosure of the foreign origin of watch movements, parts and related matters.

The Commission has announced an extension of time for filing comments to November 10, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 9.9.69).

ACCEPTANCE TESTS FOR FRENCH ORDER

Seen at the Brighton factory of Kearney & Trecker Limited are three engineers from Berliet – France's largest manufacturers of commercial vehicles – in the United Kingdom for acceptance tests on a special four-spindle bed-type milling machine worth some £45,000 for rough and finish milling the side faces of V6 and V8 diesel engine cylinder blocks. With them (extreme right) is a representative of Kearney & Trecker's French agents (Davum S.A.) and Mr. Allan McLean (fourth from left) sales manager of the company's Special Purpose Machine Division. The order for this machine has been followed by another worth nearly £50,000 for further machining of the same type of cylinder block. Both orders were awarded to Kearney & Trecker on the grounds of sophisticated design and technical merit and were obtained in the face of severe competition from German and American manufacturers.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 238 of July 23 issue.

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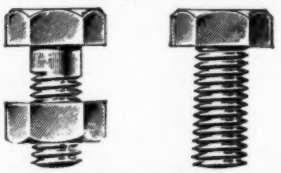

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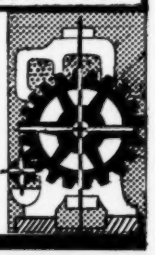

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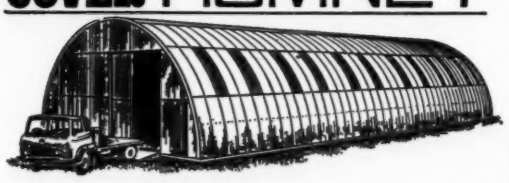

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BOARD OF TRADE EXPORT INTELLIGENCE SERIES: *Aids to Exporting.*

Using Films for Export Marketing?

Hundreds of British companies have found that specially made sales films help their salesmen win export orders. But do you know how best to go about making a film of your own? Or what the Government's Overseas Service can do to help you get valuable distribution?

1. What can a film do for your product?

Look at this example: Brookes (Oldbury) Ltd., a Tube Investments Company, are manufacturers of engineering equipment. The product in question was a giant billet grinding machine for steel works, of a new design. The problem: to show prospective users the machine in action without bringing them from all over the world. The answer was a simple 8-minute colour film.

Yet among several competitors for an important foreign order Brookes were the only company with the foresight to include a film in their presentation. The business, worth many thousands of pounds, went to Brookes, and sales executives claim that the film was an important factor in their success.

2. How much will a film cost you?

It depends on what you say and how you want to say it. Only a careful estimate from a film production company can provide you with an accurate figure. The Brookes' film cost about £1,000 and was available in several languages within a few weeks.

3. Who can make it for you?

Over 200 film production companies are listed in the Television Mail Year Book. Most are based in London but there are some facilities in all large regional centres. Ask the British Industrial and Scientific Film Association for advice. Their address is: 193/197 Regent Street, London, W1.

4. How do you get it shown to the right people overseas?

The Central Office of Information can arrange for selected films of high standard to be considered for overseas distribution by the Foreign and Commonwealth Office.

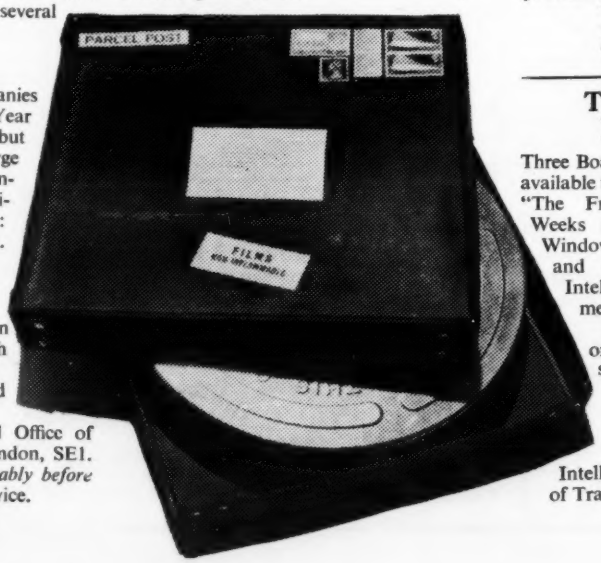
Contact Room 520A, Central Office of Information, Hercules Road, London, SE1. Tel: 01-928 2345 Ext. 770 *preferably before production* to benefit from this service.

5. Who sees your film?

Depending on the purpose of the film, different people are invited by British Embassies and High Commissions to special events. They include Ministers of Government, officials concerned with industry, trade, transport, bankers, doctors and scientists, etc. Special screenings are arranged for businessmen and films are lent to industrial concerns and shown at exhibitions and trade fairs. There are outlets for some films on TV and in cinemas.

6. What other distribution channels are there?

Inforfilm, an international network of film libraries, is another channel of distribution. This service and other means of reaching overseas customers are described in the film "Reaching Overseas Audiences". You can hire this from Sound Services Library, Kingston Road, Merton Park, London, SW19, or obtain a copy on loan from any Board of Trade Regional Office.



7. What about foreign languages?

If there are specific requests for your film by the Foreign and Commonwealth Office, the C.O.I. will make foreign language versions free of charge. If you are going to need prints in different languages for your own commercial use, be sure to discuss this with your production company as it will affect the way your film is made.

Most important of all – Before making a film you need to plan how you are going to use it and budget for an adequate number of copies in foreign languages to be loaned or given in suitable cases to important prospective overseas customers. It is wasteful to make an expensive film and then to try to save money by limiting the number of copies. It is also worth investigating the new 'desk top' portable back projectors for use by your own salesmen.

8. What should you do now?

For advice about making and distributing your film, get in touch with:

The Central Office of Information,
Hercules Road, London, SE1.
Tel: 01-928 2345 Ext. 770.

Three Export Films for Home Consumption

Three Board of Trade films on exporting are available to all exporting companies. They are "The Friendly Invasion" about British Weeks in Toronto and Brussels; "Shop Windows for Exports" about trade fairs and promotions; and "Call Export Intelligence" about the range of Government export services.

If you would like your company, or a group of local companies, to see these films, they can be hired from the Central Film Library, Government Building, Bromyard Avenue, Acton, London, W3.

Alternatively, the film "Call Export Intelligence" is available through Board of Trade Regional Offices.